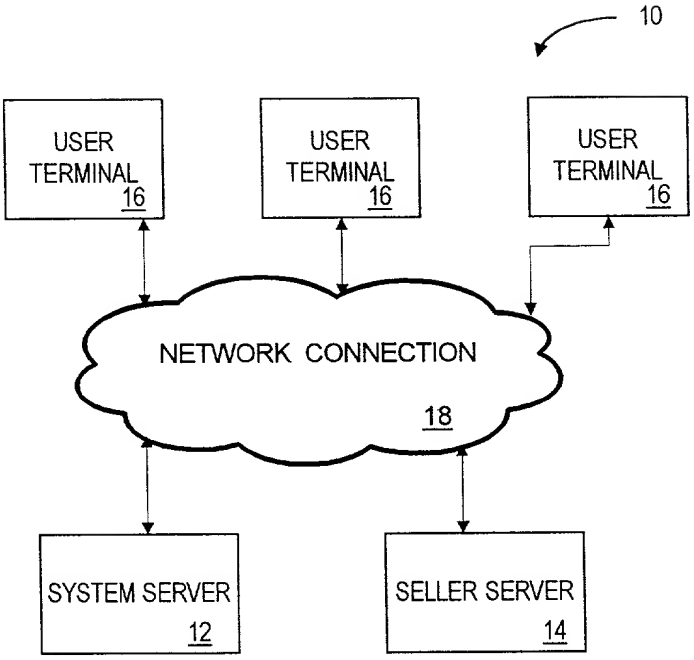

10
USER TERMINAL 16
USER TERMINAL 16
USER TERMINAL 16
NETWORK CONNECTION 18
SYSTEM SERVER 12
SELLER SERVER 14

FIG. 1

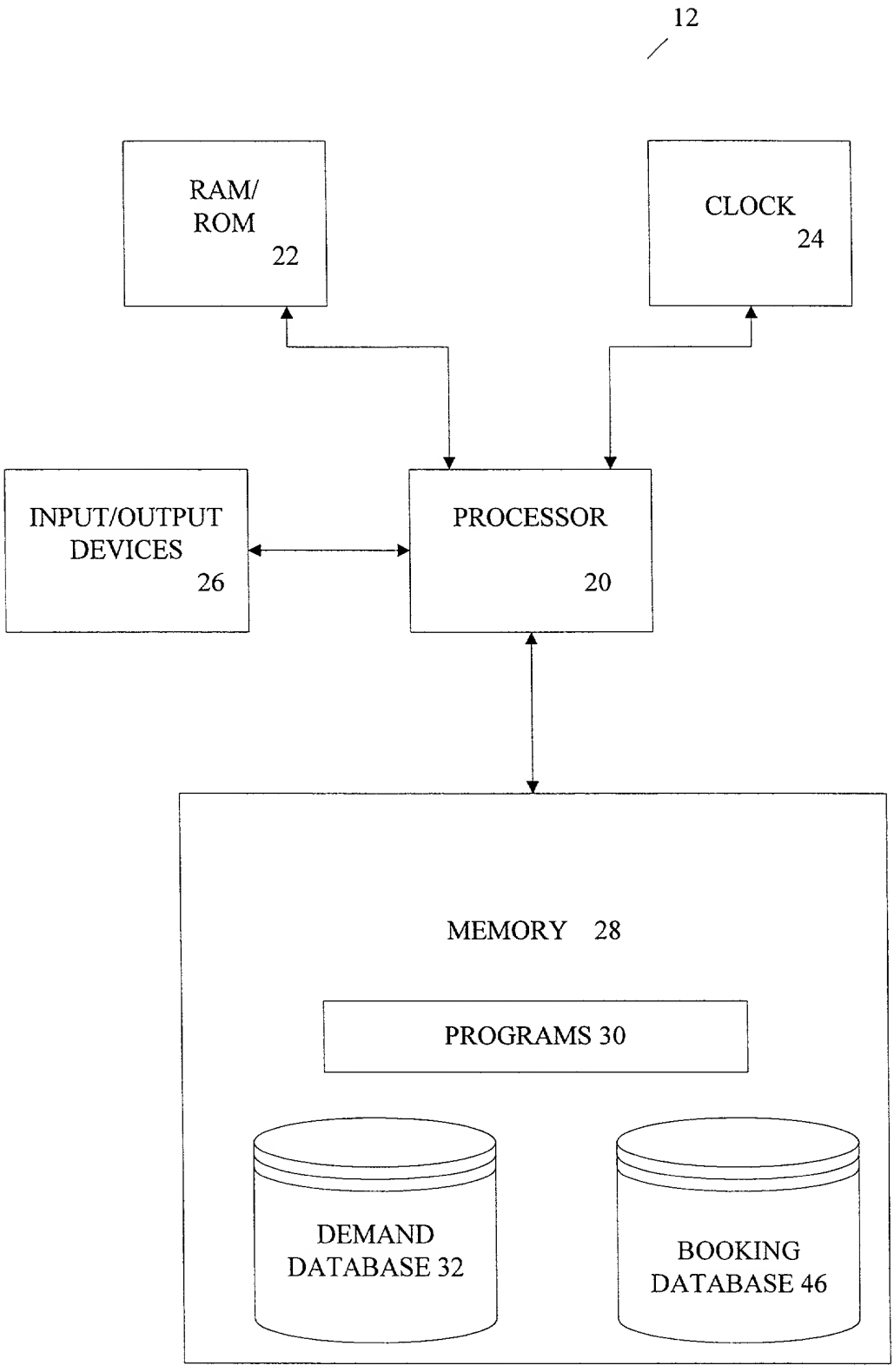

12
RAM/
ROM
22
CLOCK
24
INPUT/OUTPUT
DEVICES
26
PROCESSOR
20
MEMORY 28
PROGRAMS 30
DEMAND
DATABASE 32
BOOKING
DATABASE 46

FIG. 2

TOTE80"E62hh660

CUSTOMER IDENTIFIER 34	REQUESTED DATES 36	OFFER PRICE 38	REQUESTED STAR RATING 40	PARTICIPATED IN PROMOTION 42	RESUBMITTED 44
JOHN WHITE	9/7/2000	$60.00	>3	YES	NO
MARY BLUE	9/8/2000-9/10/2000	$210.00	>1	YES	NO
JOSEPH RED	10/2/2000-10/10/2000	$350.00	5	NO	YES

FIG. 3

46

SELLER IDENTIFIER 48	STAR RATING 50	GEOGRAPHIC LOCATION 52	MINIMUM ACCEPTABLE PRICE 54	MARGIN REQUIRED 56	SUBSIDY AVAILABLE 58
HOLIDAY INN	3	BOSTON, MA	$100.00/NIGHT	6%	NO
DAYS INN	2	NEW YORK, NY	$79.99/NIGHT	8%	NO
FOUR SEASONS	5	WSAHINGTON. D.C.	$250.00/NIGHT	10%	YES

FIG. 4

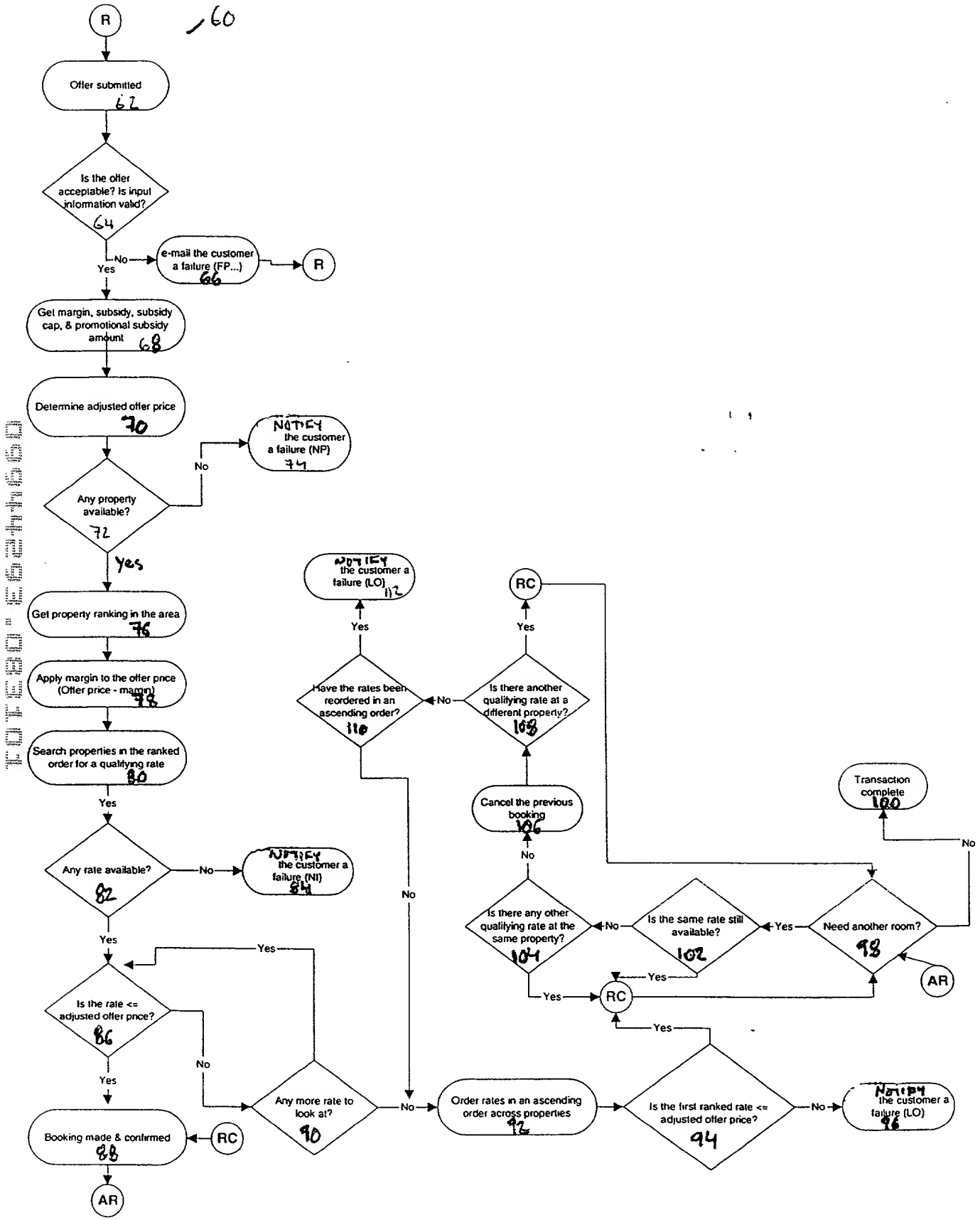

R
60
Offer submitted
62
Is the offer acceptable? Is input information valid?
64
No
Yes
e-mail the customer a failure (FP...)
66
R
Get margin, subsidy, subsidy cap, & promotional subsidy amount
68
Determine adjusted offer price
70
NOTIFY the customer a failure (NP)
74
No
Any property available?
72
Yes
Get property ranking in the area
76
Apply margin to the offer price (Offer price - margin)
78
Search properties in the ranked order for a qualifying rate
80
Yes
Any rate available?
82
No
NOTIFY the customer a failure (NI)
84
Yes
Is the rate <= adjusted offer price?
86
Yes
No
Booking made & confirmed
88
RC
AR
Any more rate to look at?
90
Yes
No
Order rates in an ascending order across properties
92
Is the first ranked rate <= adjusted offer price?
94
No
NOTIFY the customer a failure (LO)
96
Yes
RC
Need another room?
98
No
Transaction complete
100
AR
Yes
Is the same rate still available?
102
No
Yes
Is there any other qualifying rate at the same property?
104
No
Yes
Cancel the previous booking
106
Yes
Is there another qualifying rate at a different property?
108
No
Yes
Have the rates been reordered in an ascending order?
110
No
Yes
NOTIFY the customer a failure (LO)
112
RC
No

FIG. 5

Patent Application Publication

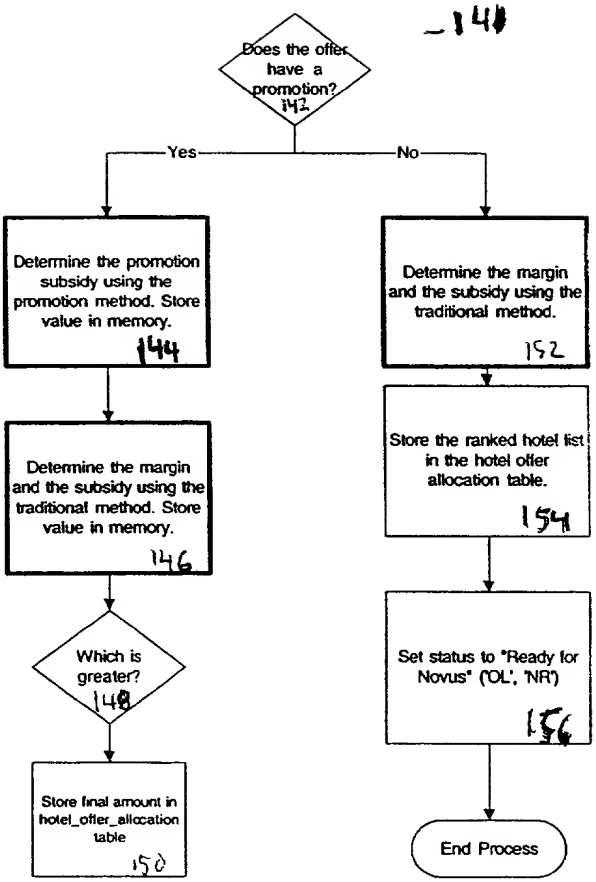


FIG. 6

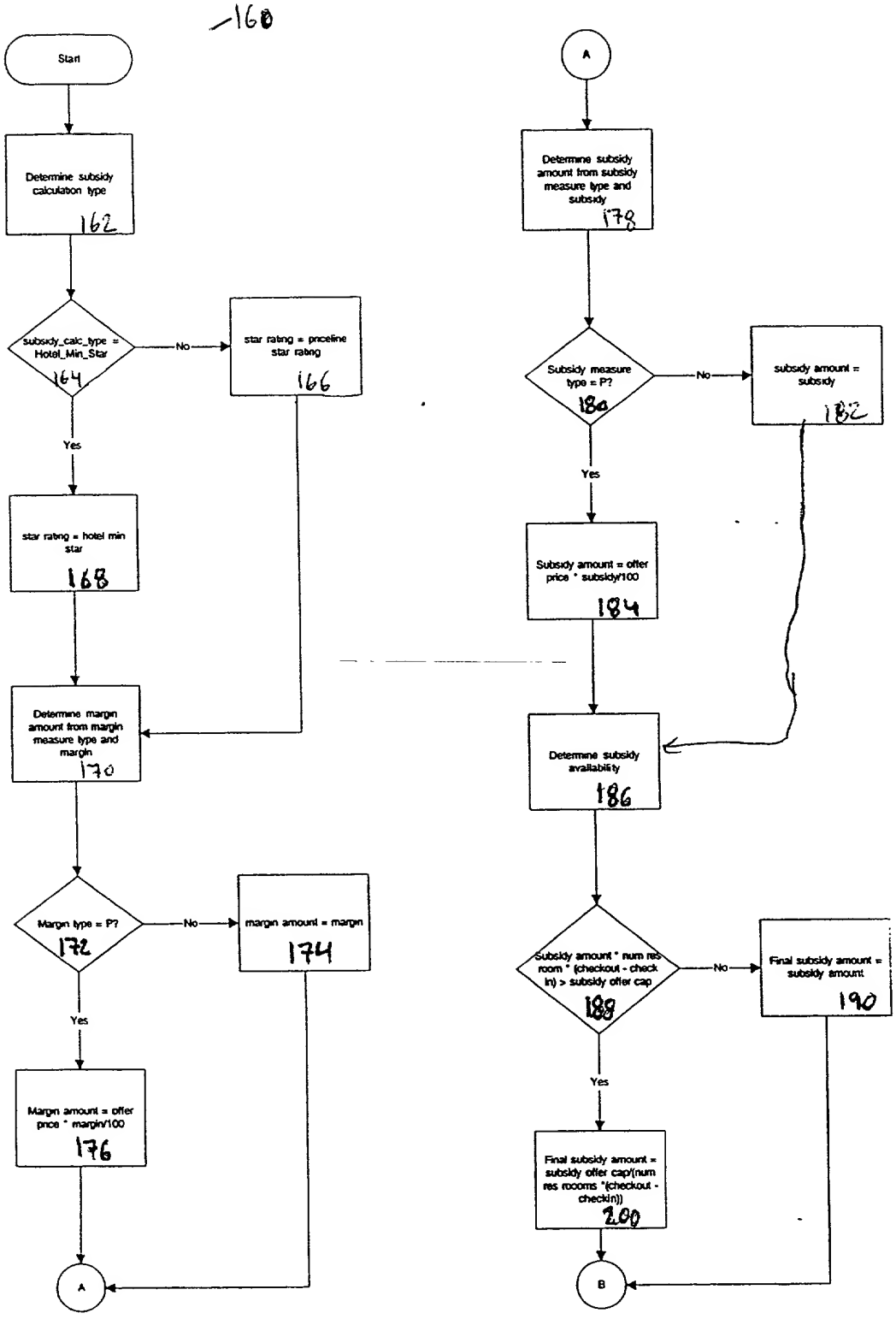

160
Start
Determine subsidy calculation type
162
subsidy_calc_type = Hotel_Min_Star
164
No
star rating = priceline star rating
166
Yes
star rating = hotel min star
168
Determine margin amount from margin measure type and margin
170
Margin type = P?
172
No
margin amount = margin
174
Yes
Margin amount = offer price * margin/100
176
A
A
Determine subsidy amount from subsidy measure type and subsidy
178
Subsidy measure type = P?
180
No
subsidy amount = subsidy
182
Yes
Subsidy amount = offer price * subsidy/100
184
Determine subsidy availability
186
Subsidy amount * num res room * (checkout - check in) > subsidy offer cap
188
No
Final subsidy amount = subsidy amount
190
Yes
Final subsidy amount = subsidy offer cap/(num res rooms *(checkout - checkin))
200
B

FIG. 7

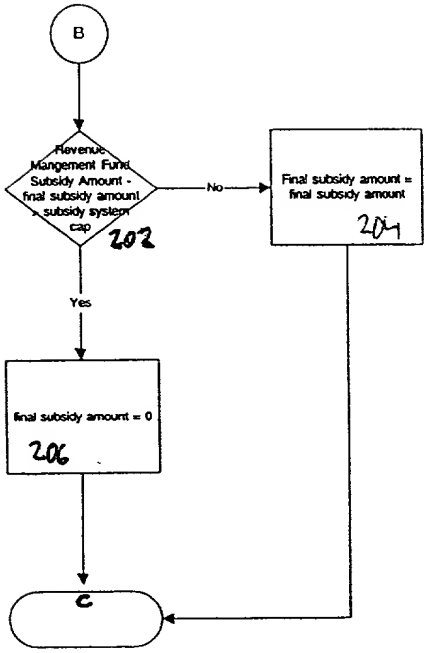

B
Revenue Mangement Fund Subsidy Amount - final subsidy amount > subsidy system cap
202
No
Final subsidy amount = final subsidy amount
204
Yes
final subsidy amount = 0
206
C

FIG. 8

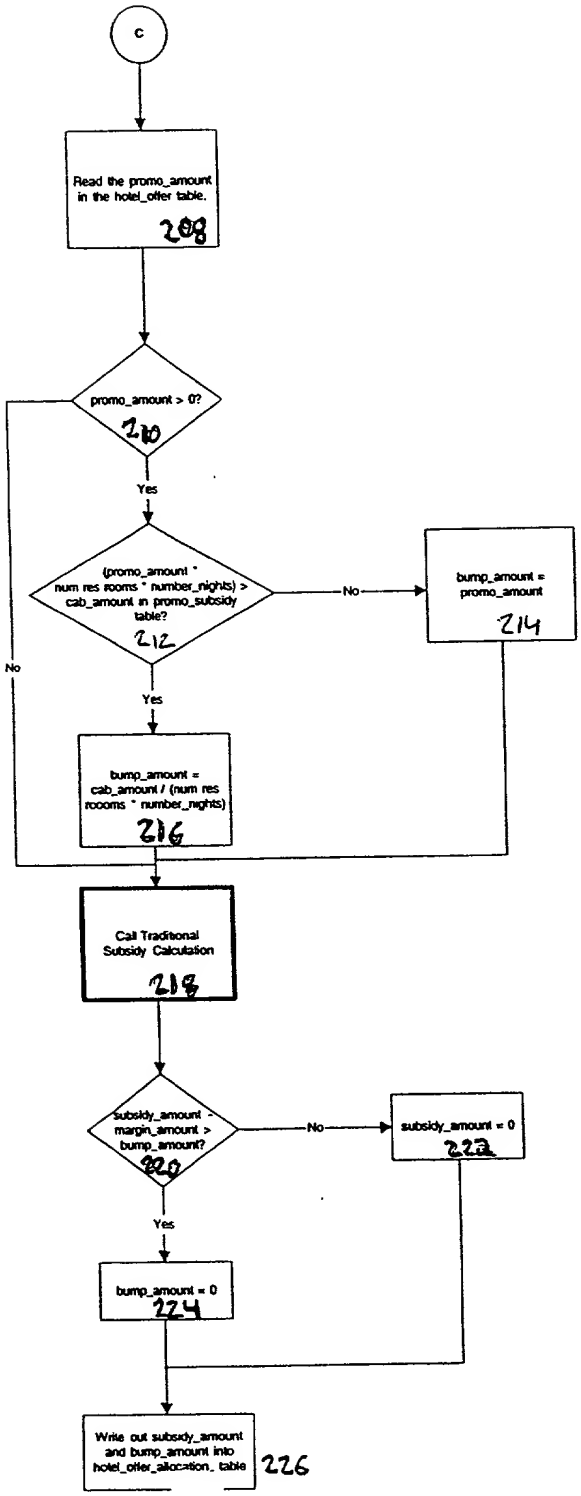

C
Read the promo_amount in the hotel_offer table.
208
promo_amount > 0?
210
Yes
No
(promo_amount * num res rooms * number_nights) > cab_amount in promo_subsidy table?
212
No
bump_amount = promo_amount
214
Yes
bump_amount = cab_amount / (num res rooms * number_nights)
216
Call Traditional Subsidy Calculation
218
subsidy_amount - margin_amount > bump_amount?
220
No
subsidy_amount = 0
222
Yes
bump_amount = 0
224
Write out subsidy_amount and bump_amount into hotel_offer_allocation_ table
226

FIG. 9

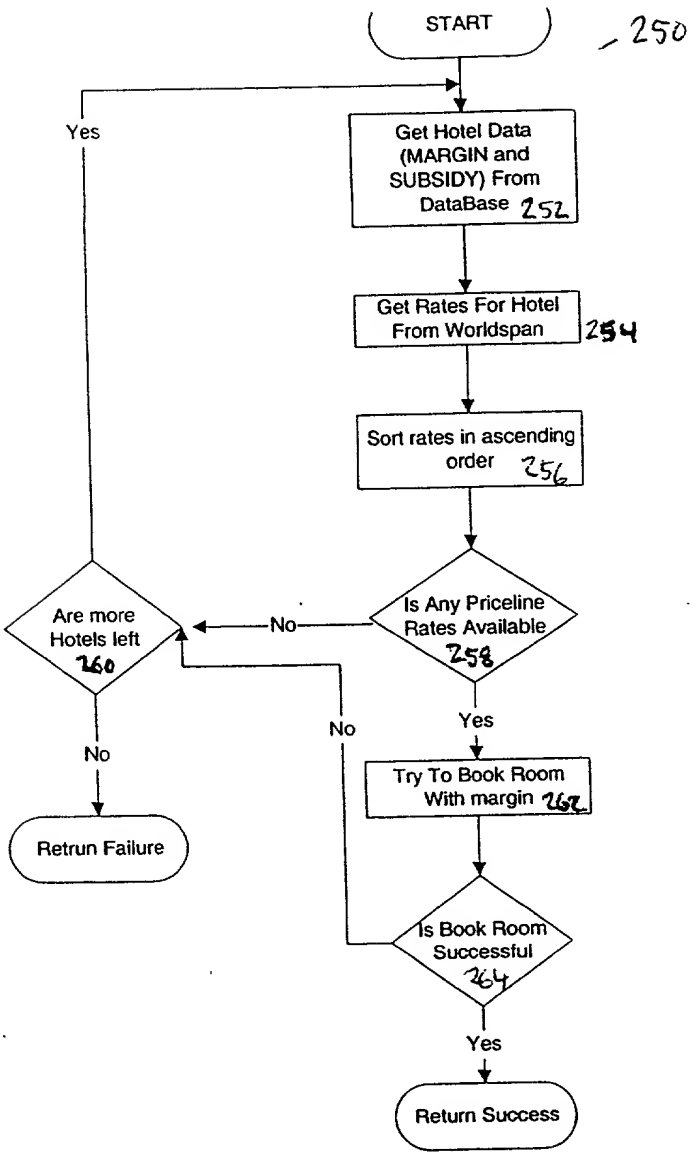

START
250
Yes
Get Hotel Data (MARGIN and SUBSIDY) From DataBase 252
Get Rates For Hotel From Worldspan 254
Sort rates in ascending order 256
Are more Hotels left 260
No
Is Any Priceline Rates Available 258
No
Yes
No
Try To Book Room With margin 262
Retrun Failure
Is Book Room Successful 264
Yes
Return Success

Fig. 10

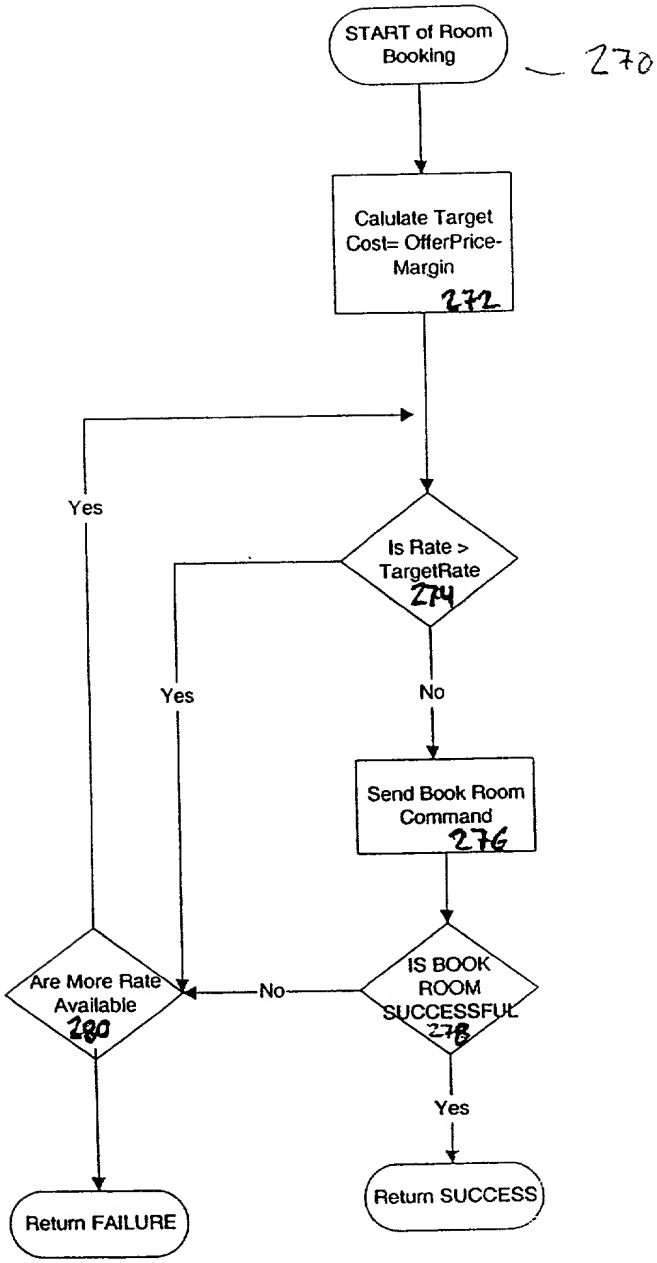

START of Room Booking
270
Calulate Target Cost= OfferPrice-Margin
272
Is Rate > TargetRate
274
Yes
No
Yes
Send Book Room Command
276
IS BOOK ROOM SUCCESSFUL
278
No
Are More Rate Available
280
Yes
Return SUCCESS
Return FAILURE

FIG. 11

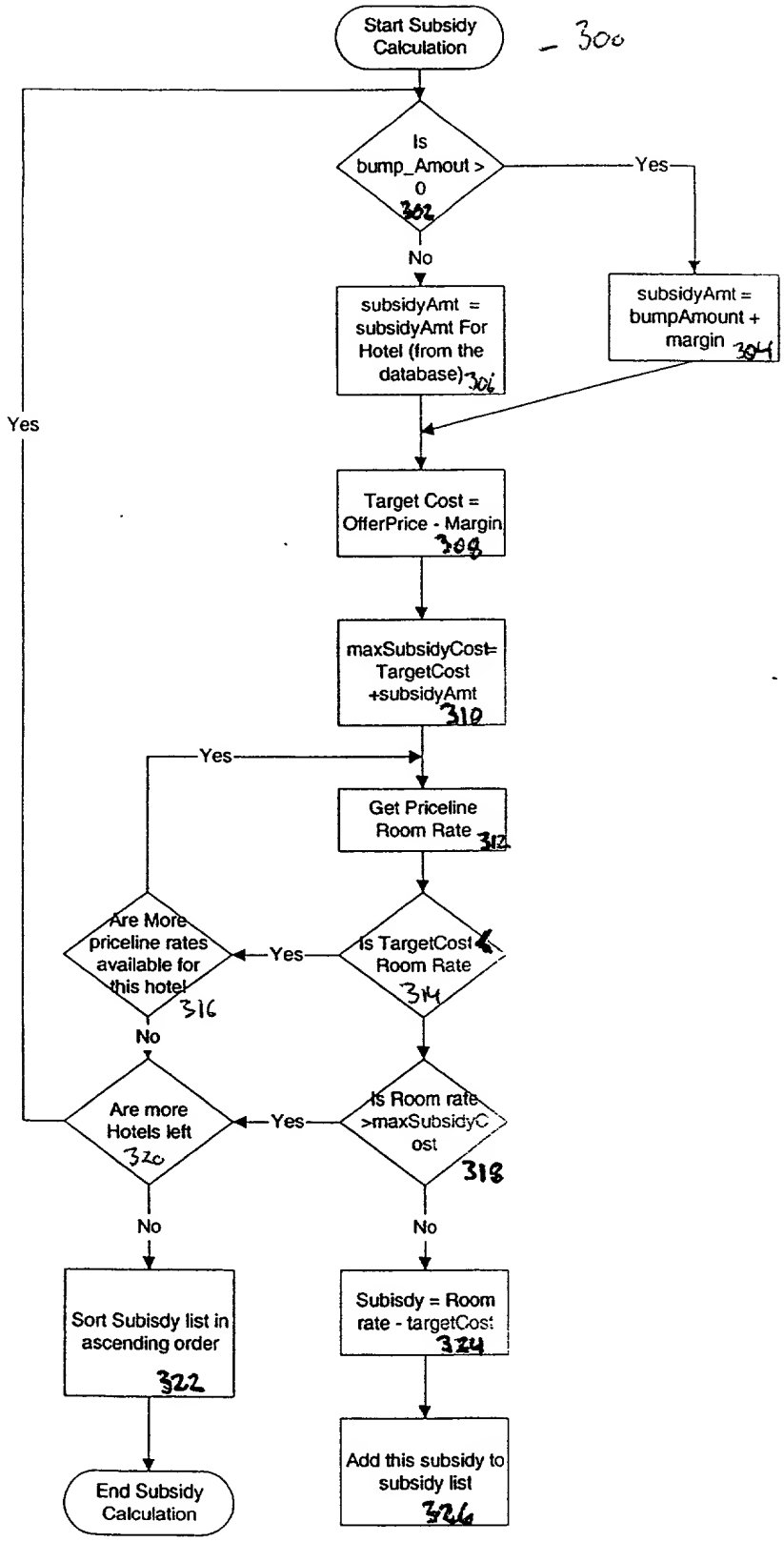

Start Subsidy Calculation
300
Is bump_Amout > 0
302
Yes
No
subsidyAmt = subsidyAmt For Hotel (from the database)
306
subsidyAmt = bumpAmount + margin
304
Yes
Target Cost = OfferPrice - Margin
308
maxSubsidyCost= TargetCost +subsidyAmt
310
Yes
Get Priceline Room Rate
312
Are More priceline rates available for this hotel
316
Yes
Is TargetCost < Room Rate
314
No
Are more Hotels left
320
Yes
Is Room rate >maxSubsidyCost
318
No
No
Sort Subisdy list in ascending order
322
Subisdy = Room rate - targetCost
324
End Subsidy Calculation
Add this subsidy to subsidy list
326

FIG. 12

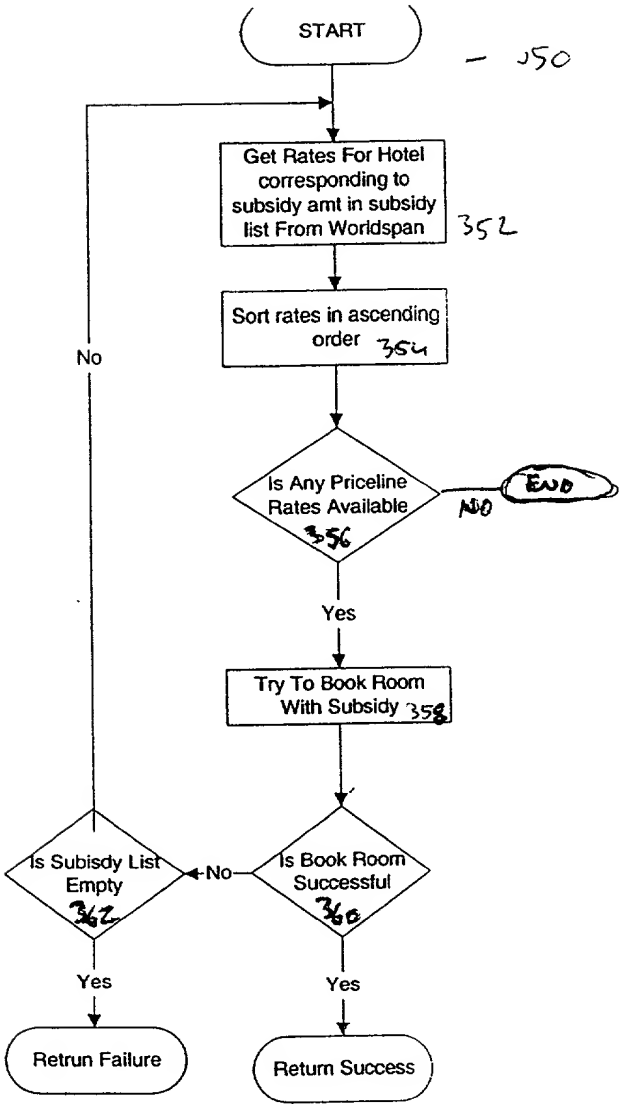

START
350
Get Rates For Hotel corresponding to subsidy amt in subsidy list From Worldspan
352
Sort rates in ascending order
354
Is Any Priceline Rates Available
356
END
NO
Yes
Try To Book Room With Subsidy
358
Is Book Room Successful
360
No
Is Subisdy List Empty
362
No
Yes
Yes
Retrun Failure
Return Success

FIG. 13

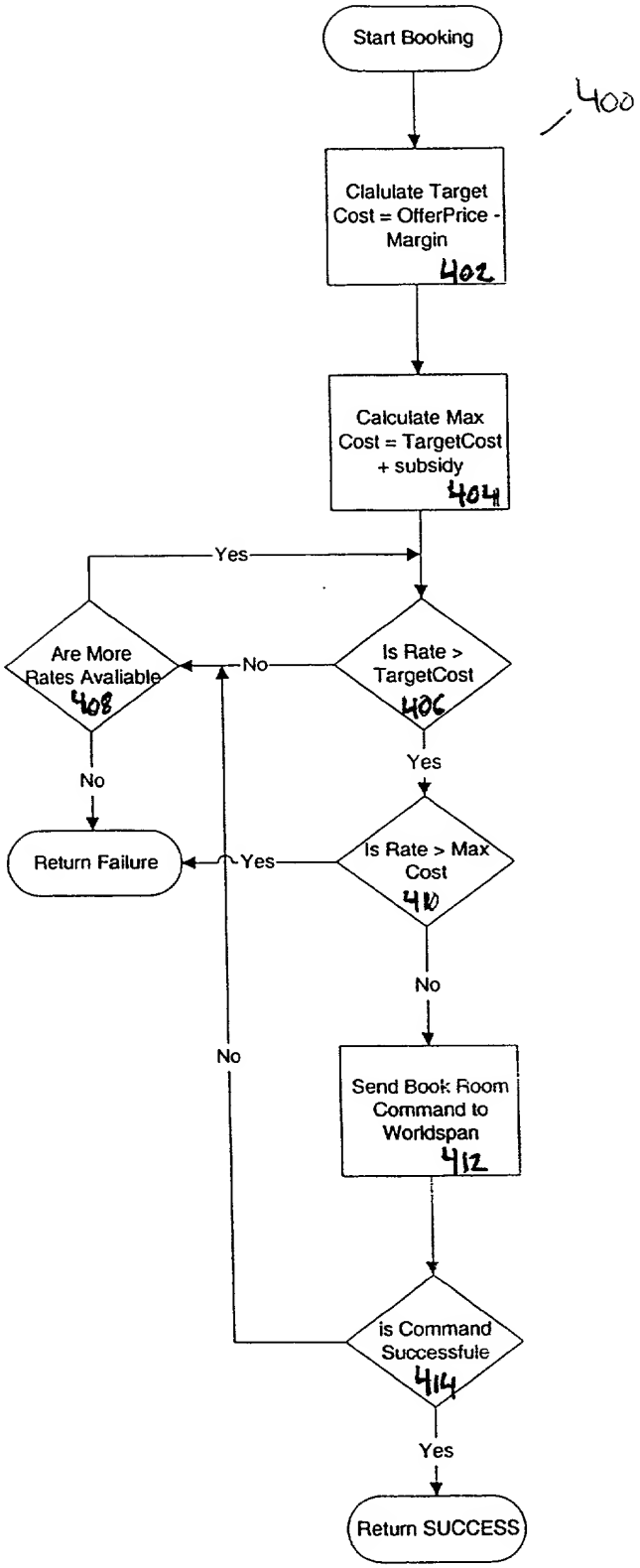
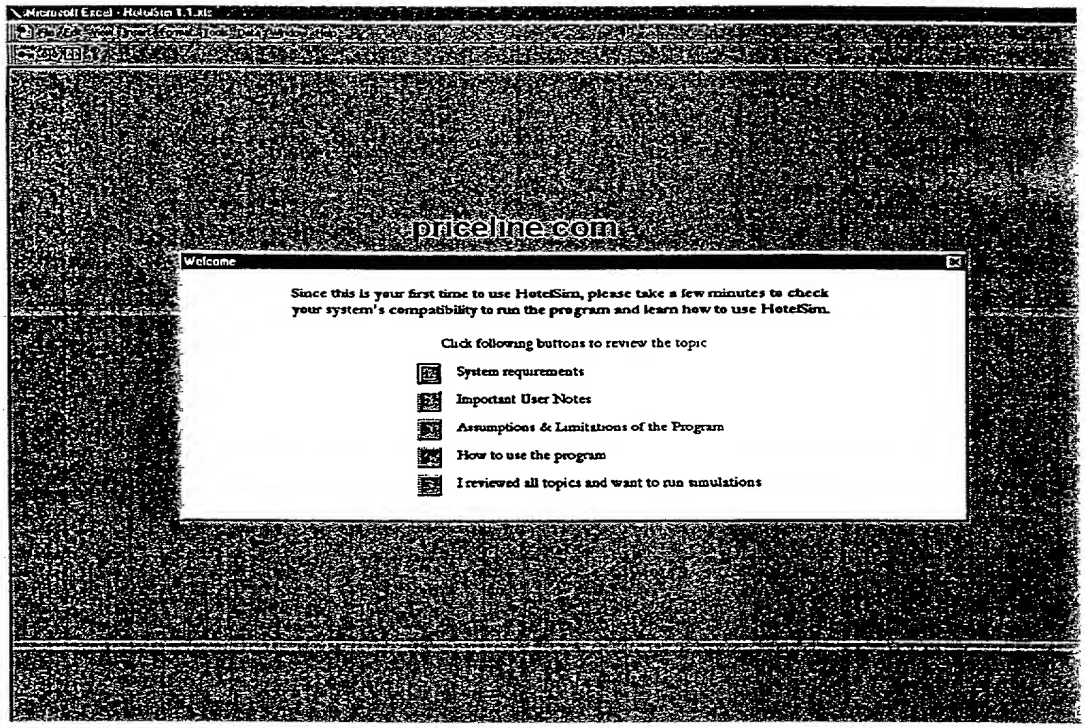
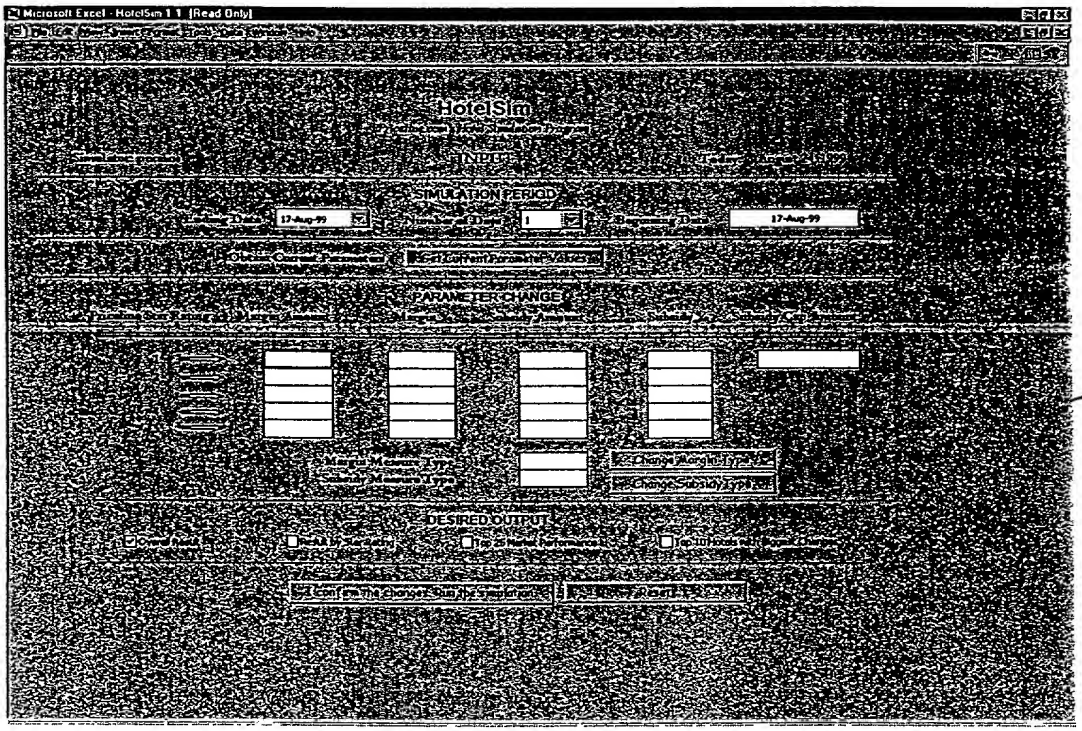

Start Booking
400
Clalulate Target Cost = OfferPrice - Margin
402
Calculate Max Cost = TargetCost + subsidy
404
Yes
Are More Rates Avaliable
408
No
Is Rate > TargetCost
406
Yes
No
Return Failure
Yes
Is Rate > Max Cost
410
No
No
Send Book Room Command to Worldspan
412
is Command Successfule
414
Yes
Return SUCCESS

FIG. 14

First Time User Screen



Main Screen



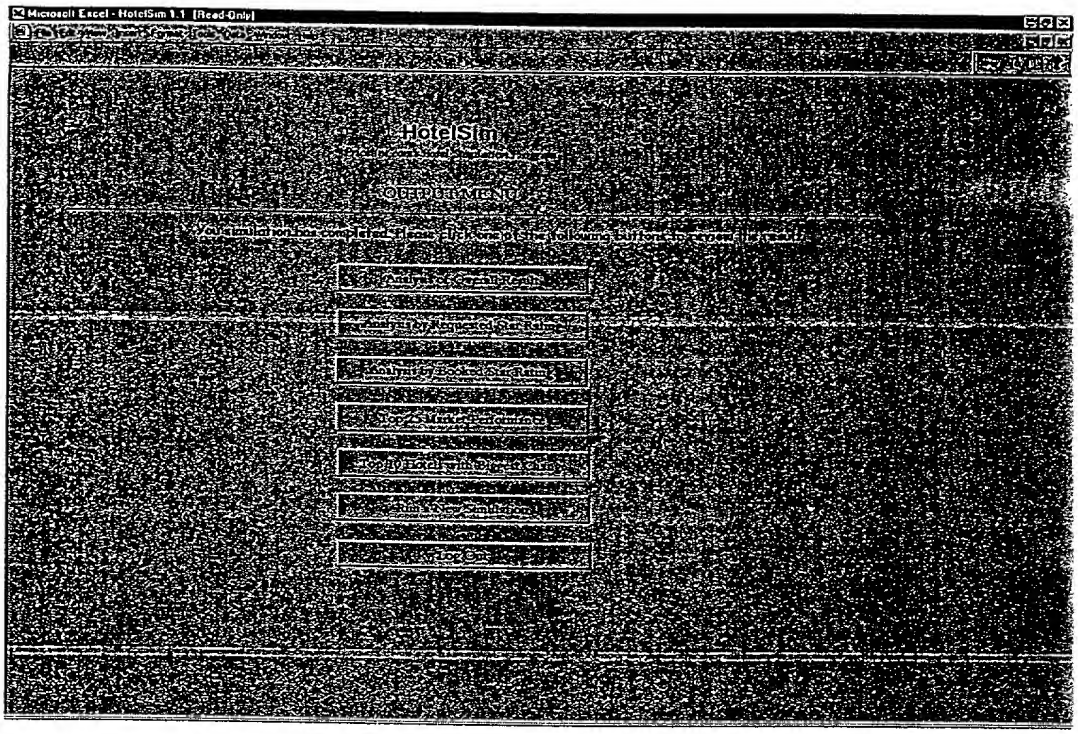
500

501

502

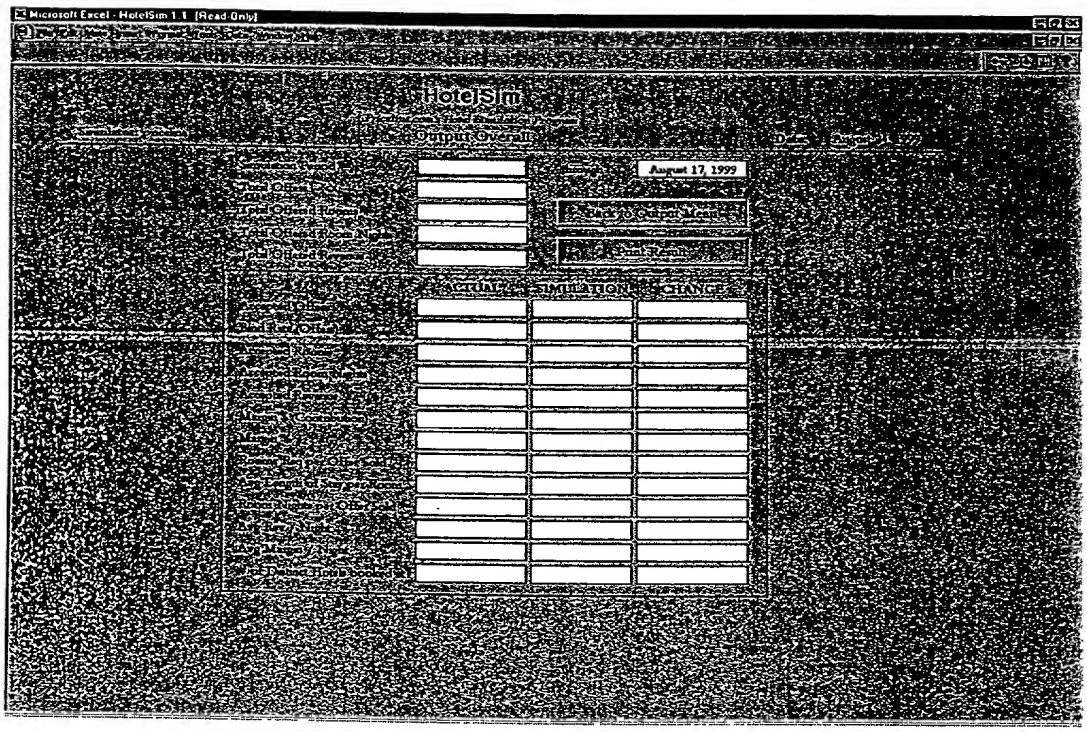
Fig 15

Output Menu Screen



510

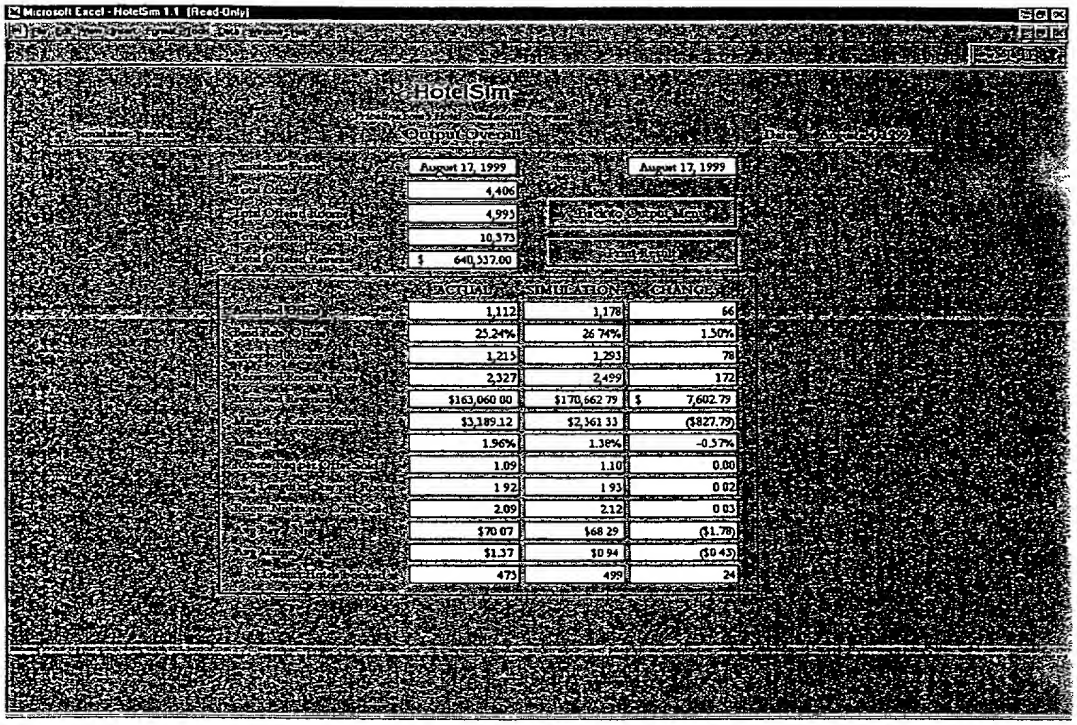
Overall Output Screen



520

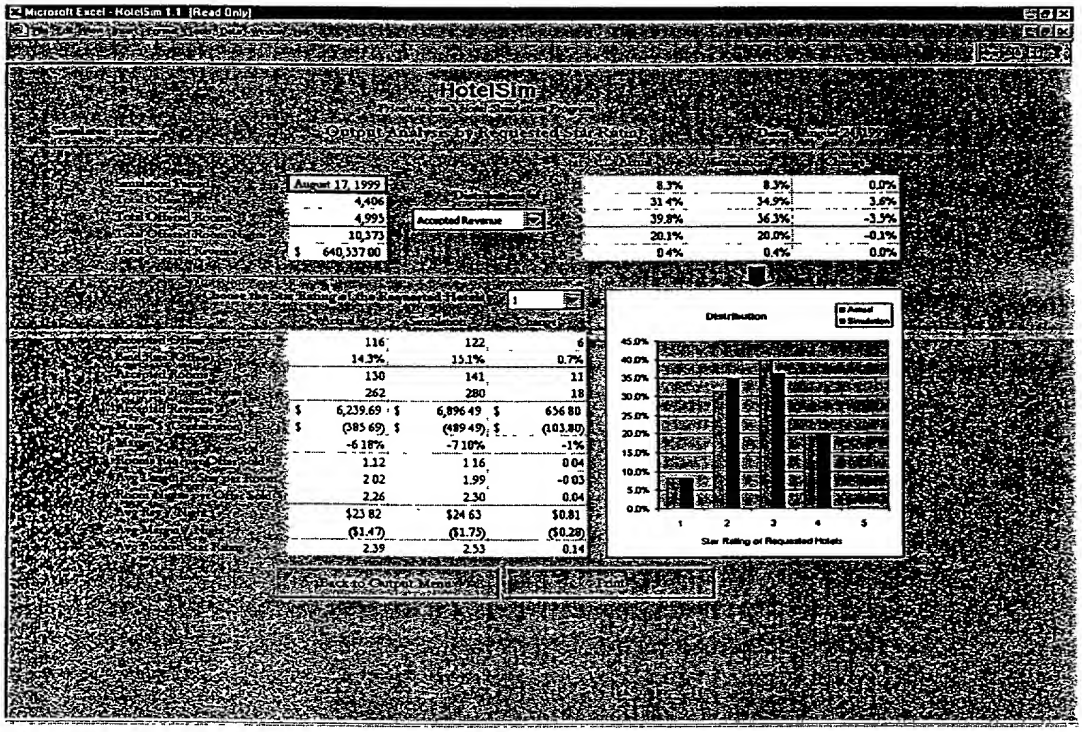
Fig. 16

Overall Output Screen



530

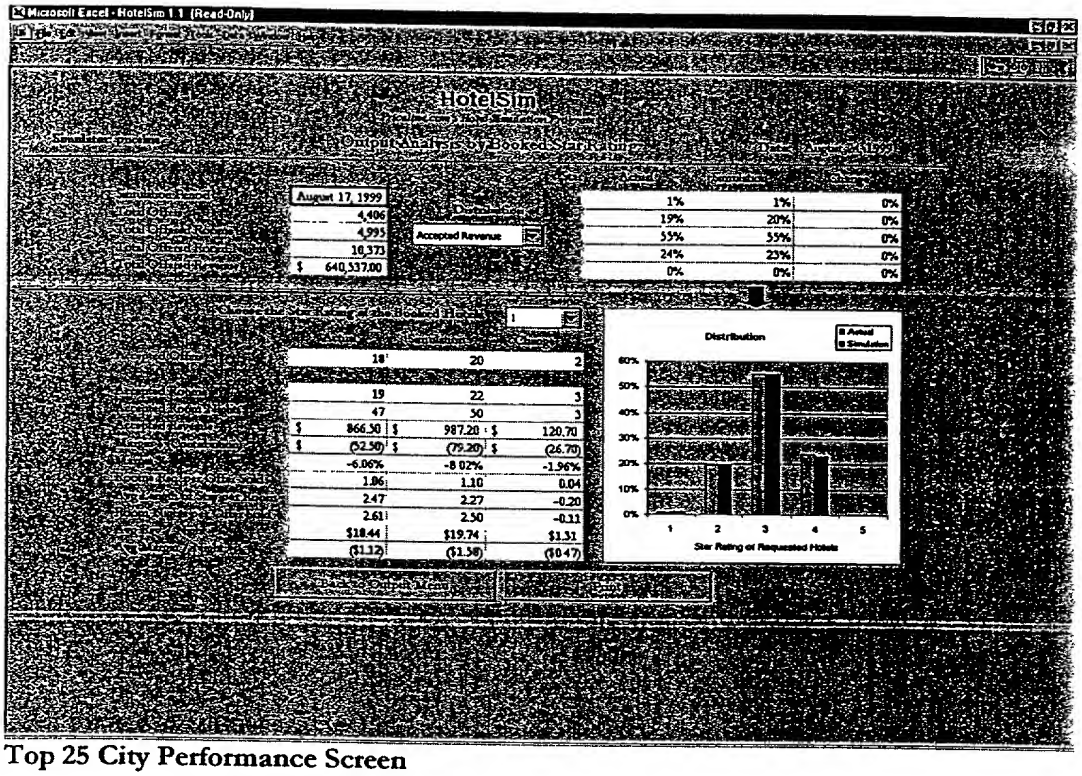
Output by Requested Star Rating Screen



590

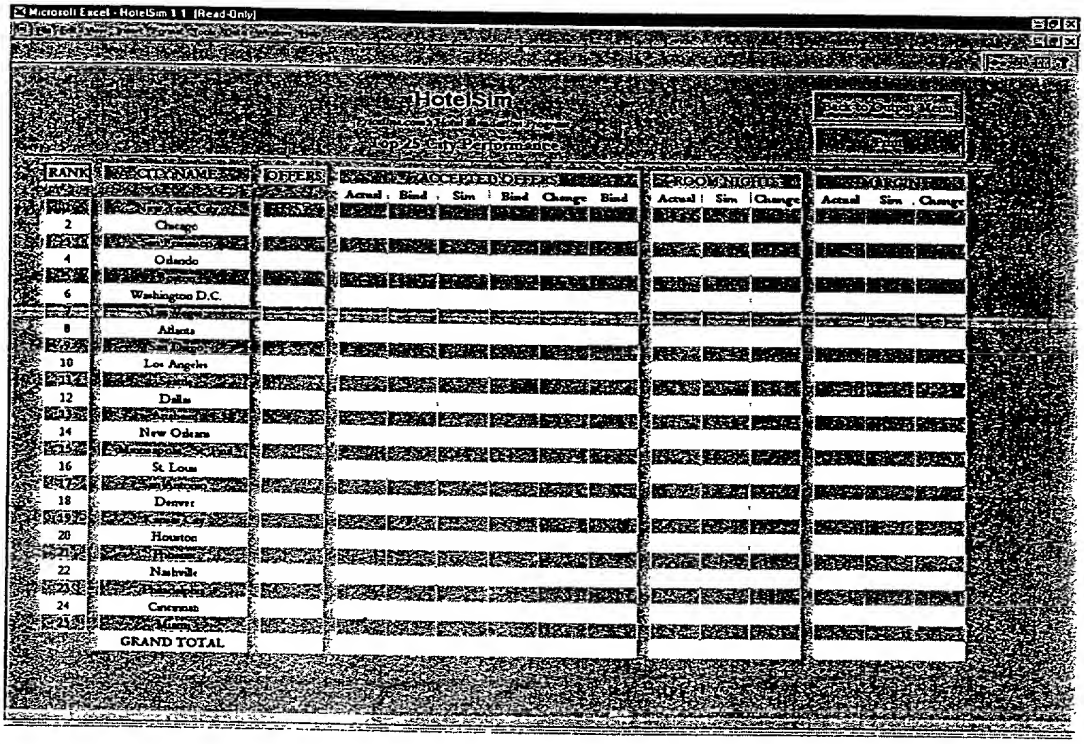
FIG. 17

Output by Boooked Star Rating Screen



550

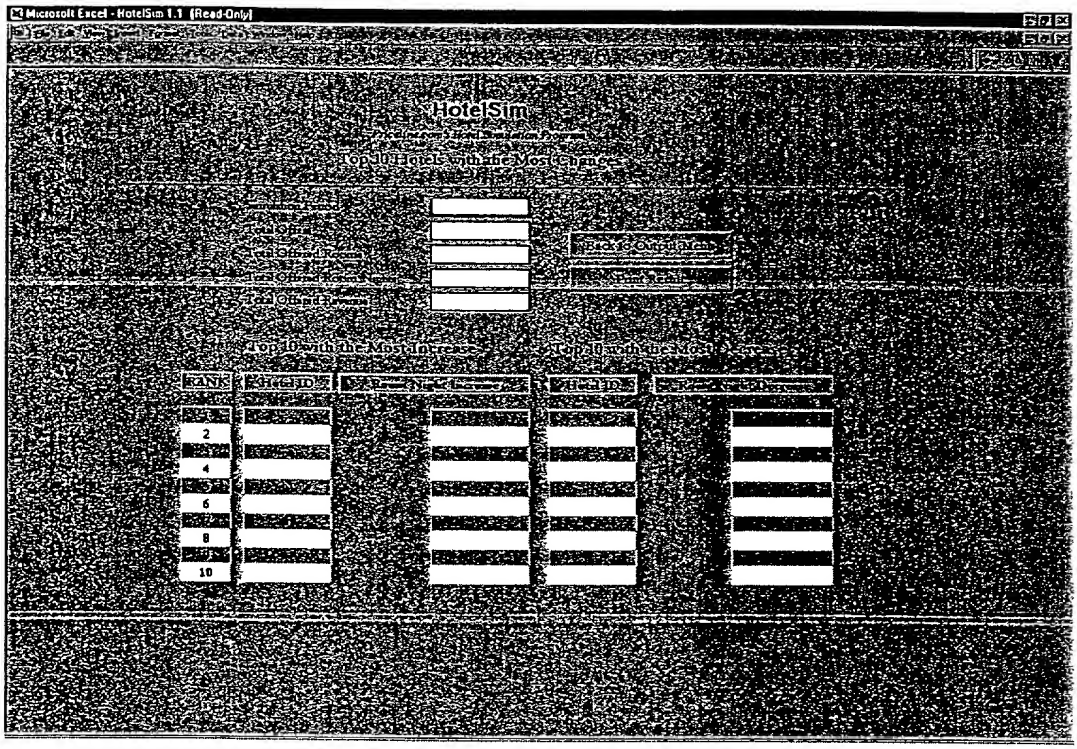
Top 25 City Performance Screen



560

FIG. 18

Top 10 Hotels with the Most Business Increase or Decrease Screen



570

HotelSim Assistant

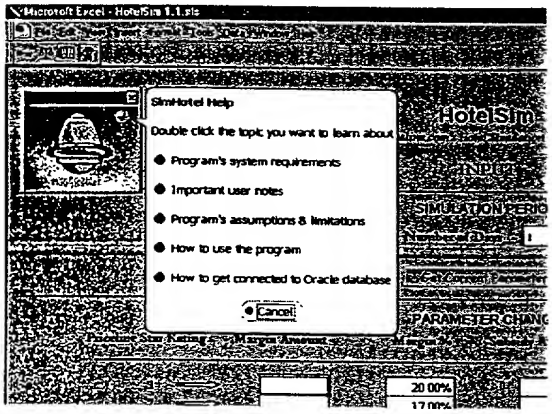


Fig. 19

580

HotelSim

Simulator: priceline | *Priceline.com's Hotel Simulation Program* | Date: August 24, 1999

Simulation Period	August 16, 1999	to	August 16, 1999
Total Offers	3,939		
Total Offered Rooms	4,445		
Total Offered Room Nights	9,065		
Total Offered Revenue	$ 571,340.00		

590

INPUT ...

... Actual Parameter Values

Star Rating	Margin Amount	Margin %	Subsidy Amount	Subsidy %	Subsidy Cap Amount
1		20		47	$300.00
2		17		51	
3		15		49	
4		15		40	
5		15		35	

Current Margin Measure Type	%
Current Subsidy Measure Type	%

... Simulation Parameter Values

Star Rating	Margin Amount	Margin %	Subsidy Amount	Subsidy %	Subsidy Cap Amount
1		20.00%		47.00%	$300.00
2		17.00%		51.00%	
3		15.00%		49.00%	
4		15.00%		40.00%	
5		15.00%		35.00%	

Current Margin Measure Type	%
Current Subsidy Measure Type	%

600

OUTPUT ...

	Actual	Simulation	Change
Accepted Offers	1,032	1,101	69
Bind Rate (Offers)	26.20%	27.95%	1.75%
Accepted Rooms	1,170	1,263	93
Accepted Room Nights	2211	2442	231
Accepted Revenue	$151,357.00	$159,563.65	$8,206.65
Margin $ (Contribution)	$3,019.72	$2,069.07	($950.65)
Margin %	2.0%	1.3%	-0.7%
Rooms Req. per Offer Sold	1.13	1.15	0.01
Avg Length of Stay per Room	1.89	1.93	0.04
Room Nights per Offer Sold	2.14	2.22	0.08
Avg Rev / Night	$68.46	$65.34	($3.12)
Avg Margin / Night	$1.37	$0.85	($0.52)
# of Distinct Hotels booked at	467	491	24

FIG. 20

HotelSim

Priceline.com's Hotel Simulation Program

-610

Output by Booked Star Rating

Total Offers	4,406
Total Offered Rooms	4,995
Total Offered Room Nights	10,373
Total Offered Revenue	640,537

Distribution of AcceptedOffers

Star Rating	Actual	Simulation	Change
1	18	19	1
2	267	286	19
3	611	646	35
4	206	209	3
5	3	3	0

Distribution of Accepted Rooms

Star Rating	Actual	Simulation	Change
1	19	21	2
2	288	311	23
3	675	719	44
4	223	229	6
5	3	3	0

Distribution of Accepted Room Nights

Star Rating	Actual	Simulation	Change
1	47	49	2
2	528	582	54
3	1283	1392	109
4	450	467	17
5	5	5	0

Distribution of Accepted Revenue

Star Rating	Actual	Simulation	Change
1	$ 867	942.2	$ 76
2	$ 14,584	16293.23	$ 1,709
3	$ 41,406	45589.28	$ 4,184
4	$ 17,856	19254.85	$ 1,399
5	$ 332	332	$ -

Distribution of Margin Amount

Star Rating	Actual	Simulation	Change
1	$ (52.50)	-69.2	$ (16.70)
2	$ 154.24	-93.23	$ (247.47)
3	$ 952.39	453.72	$ (498.67)
4	$ 416.10	426.15	$ 10.05
5	$ (32.00)	-32	$ -

Booked at 1 Star Hotels	Actual	Simulation	Change
Accepted Offers	18	19	1
Accepted Rooms	19	21	2
Accepted Room Nights	47	49	2
Accepted Revenue	$ 866.50	$ 942	$ 76
Margin $ (Contribution)	$ (52.50)	$ (69.20)	$ (16.70)
Margin %	-6.06%	-7.34%	-1.29%
Rooms Req. per Offer Sold	1.06	1.11	0.05
Avg Length of Stay per Room	2.47	2.33	-0.14
Room Nights per Offer Sold	2.61	2.58	-0.03
Avg Rev / Night	$18.44	$19.23	$0.79
Avg Margin / Night	($1.12)	($1.41)	($0.30)

Booked at 2 Star Hotels	Actual	Simulation	Change
Accepted Offers	267	286	19
Accepted Rooms	288	311	23
Accepted Room Nights	528	582	54
Accepted Revenue	$ 14,583.76	$ 16,293	$ 1,709
Margin $ (Contribution)	$ 154.24	$ (93.23)	$ (247.47)
Margin %	1.06%	-0.57%	-1.63%
Rooms Req. per Offer Sold	1.08	1.09	0.01
Avg Length of Stay per Room	1.83	1.87	0.04
Room Nights per Offer Sold	1.98	2.03	0.06
Avg Rev / Night	$27.62	$28.00	$0.37
Avg Margin / Night	$0.29	($0.16)	($0.45)

Booked at 3 Star Hotels	Actual	Simulation	Change
Accepted Offers	611	646	35
Accepted Rooms	675	719	44
Accepted Room Nights	1283	1392	109
Accepted Revenue	$ 41,405.61	$ 45,589	$ 4,184
Margin $ (Contribution)	$ 952.39	$ 453.72	$ (498.67)
Margin %	2.30%	1.00%	-1.30%
Rooms Req. per Offer Sold	1.10	1.11	0.01
Avg Length of Stay per Room	1.90	1.94	0.04
Room Nights per Offer Sold	2.10	2.15	0.05
Avg Rev / Night	$32.27	$32.75	$0.48
Avg Margin / Night	$0.74	$0.33	($0.42)

Booked at 4 Star Hotels	Actual	Simulation	Change
Accepted Offers	206	209	3
Accepted Rooms	223	229	6
Accepted Room Nights	450	467	17
Accepted Revenue	$ 17,855.90	$ 19,255	$ 1,399
Margin $ (Contribution)	$ 416.10	$ 426.15	$ 10.05
Margin %	2.33%	2.21%	-0.12%
Rooms Req. per Offer Sold	1.08	1.10	0.01
Avg Length of Stay per Room	2.02	2.04	0.02
Room Nights per Offer Sold	2.18	2.23	0.05
Avg Rev / Night	$39.68	$41.23	$1.55
Avg Margin / Night	$0.92	$0.91	($0.01)

Booked at 5 Star Hotels	Actual	Simulation	Change
Accepted Offers	3	3	0
Accepted Rooms	3	3	0
Accepted Room Nights	5	5	0
Accepted Revenue	$ 332.00	$ 332	$ -
Margin $ (Contribution)	$ (32.00)	$ (32.00)	$ -
Margin %	-9.64%	-9.64%	0.00%
Rooms Req. per Offer Sold	1.00	1.00	0.00
Avg Length of Stay per Room	1.67	1.67	0.00
Room Nights per Offer Sold	1.67	1.67	0.00
Avg Rev / Night	$66.40	$66.40	$0.00
Avg Margin / Night	($6.40)	($6.40)	$0.00

Fig. 21

HotelSim

Priceline.com's Hotel Simulation Program

-620

Output by Requested Star Rating

Total Offers	4,406
Total Offered Rooms	4,995
Total Offered Room Nights	10,373
Total Offered Revenue	640,537

Distribution of AcceptedOffers

Star Rating	Actual	Simulation	Change
1	116	112	-4
2	402	469	67
3	423	413	-10
4	161	166	5
5	3	3	0

Distribution of Accepted Rooms

Star Rating	Actual	Simulation	Change
1	130	131	1
2	436	510	74
3	465	457	-8
4	174	182	8
5	3	3	0

Distribution of Accepted Room Nights

Star Rating	Actual	Simulation	Change
1	262	267	5
2	853	1009	156
3	832	836	4
4	361	378	17
5	5	5	0

Distribution of Accepted Revenue

Star Rating	Actual	Simulation	Change
1	$ 6,240	6360.49	$ 121
2	$ 23,543	29129.14	$ 5,586
3	$ 29,837	30058.03	$ 221
4	$ 15,092	16531.9	$ 1,440
5	$ 332	332	$ -

Distribution of Margin Amount

Star Rating	Actual	Simulation	Change
1	$ (385.69)	-371.49	$ 14.20
2	$ 834.13	-205.14	$ (1,039.27)
3	$ 556.69	849.97	$ 293.28
4	$ 465.10	444.1	$ (21.00)
5	$ (32.00)	-32	$ -

Requesting 1 Star Hotels	Actual	Simulation	Change
Accepted Offers	116	112	-4
Bind Rate (Offers)	14%	14%	0%
Accepted Rooms	130	131	1
Accepted Room Nights	262	267	5
Accepted Revenue	$ 6,239.69	$ 6,360	$ 121
Margin $ (Contribution)	$ (385.69)	$ (371.49)	$ 14.20
Margin %	-6.18%	-5.84%	0.34%
Rooms Req. per Offer Sold	1.12	1.17	0.05
Avg Length of Stay per Room	2.02	2.04	0.02
Room Nights per Offer Sold	2.26	2.38	0.13
Avg Rev / Night	$23.82	$23.82	$0.01
Avg Margin / Night	($1.47)	($1.39)	$0.08
Avg Booked Star Rating	2.4	2.3	-0.1

Requesting 2 Star Hotels	Actual	Simulation	Change
Accepted Offers	402	469	67
Bind Rate (Offers)	23%	27%	4%
Accepted Rooms	436	510	74
Accepted Room Nights	853	1009	156
Accepted Revenue	$ 23,542.87	$ 29,129	$ 5,586
Margin $ (Contribution)	$ 834.13	$ (205.14)	$ (1,039.27)
Margin %	3.54%	-0.70%	-4.25%
Rooms Req. per Offer Sold	1.08	1.09	0.00
Avg Length of Stay per Room	1.96	1.98	0.02
Room Nights per Offer Sold	2.12	2.15	0.03
Avg Rev / Night	$27.60	$28.87	$1.27
Avg Margin / Night	$0.98	($0.20)	($1.18)
Avg Booked Star Rating	2.5	3.0	0.4

Requesting 3 Star Hotels	Actual	Simulation	Change
Accepted Offers	423	413	-10
Bind Rate (Offers)	37%	36%	-0.01
Accepted Rooms	465	457	-8
Accepted Room Nights	832	836	4
Accepted Revenue	$ 29,837.31	$ 30,058	$ 221
Margin $ (Contribution)	$ 556.69	$ 849.97	$ 293.28
Margin %	1.87%	2.83%	0.96%
Rooms Req. per Offer Sold	1.10	1.11	0.01
Avg Length of Stay per Room	1.79	1.83	0.04
Room Nights per Offer Sold	1.97	2.02	0.06
Avg Rev / Night	$35.86	$35.95	$0.09
Avg Margin / Night	$0.67	$1.02	$0.35
Avg Booked Star Rating	3.0	2.9	-0.1

Requesting 4 Star Hotels	Actual	Simulation	Change
Accepted Offers	161	166	5
Bind Rate (Offers)	24%	25%	1%
Accepted Rooms	174	182	8
Accepted Room Nights	361	378	17
Accepted Revenue	$ 15,091.90	$ 16,532	$ 1,440
Margin $ (Contribution)	$ 465.10	$ 444.10	$ (21.00)
Margin %	3.08%	2.69%	-0.40%
Rooms Req. per Offer Sold	1.08	1.10	0.02
Avg Length of Stay per Room	2.07	2.08	0.00
Room Nights per Offer Sold	2.24	2.28	0.03
Avg Rev / Night	$41.81	$43.74	$1.93
Avg Margin / Night	$1.29	$1.17	($0.11)
Avg Booked Star Rating	4.0	4.1	0.1

Requesting 5 Star Hotels	Actual	Simulation	Change
Accepted Offers	3	3	0
Bind Rate (Offers)	16%	16%	0%
Accepted Rooms	3	3	0
Accepted Room Nights	5	5	0
Accepted Revenue	$ 332.00	$ 332	$ -
Margin $ (Contribution)	$ (32.00)	$ (32.00)	$ -
Margin %	-9.64%	-9.64%	0.00%
Rooms Req. per Offer Sold	1.00	1.00	0.00
Avg Length of Stay per Room	1.67	1.67	0.00
Room Nights per Offer Sold	1.67	1.67	0.00
Avg Rev / Night	$66.40	$66.40	$0.00
Avg Margin / Night	($6.40)	($6.40)	$0.00
Avg Booked Star Rating	5.0	5.0	0.0

Fig. 22

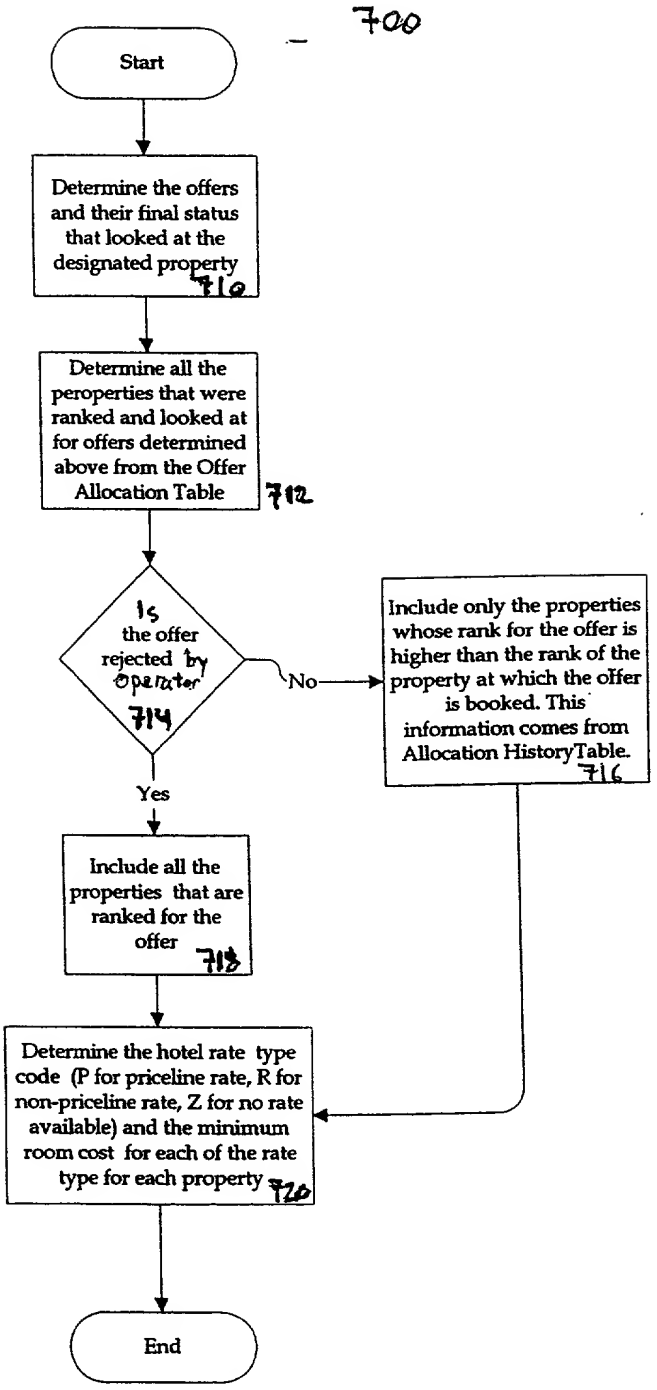

700
Start
Determine the offers and their final status that looked at the designated property
710
Determine all the peroperties that were ranked and looked at for offers determined above from the Offer Allocation Table
712
Is the offer rejected by operator
714
No
Include only the properties whose rank for the offer is higher than the rank of the property at which the offer is booked. This information comes from Allocation HistoryTable.
716
Yes
Include all the properties that are ranked for the offer
718
Determine the hotel rate type code (P for priceline rate, R for non-priceline rate, Z for no rate available) and the minimum room cost for each of the rate type for each property
720
End

FIG 23

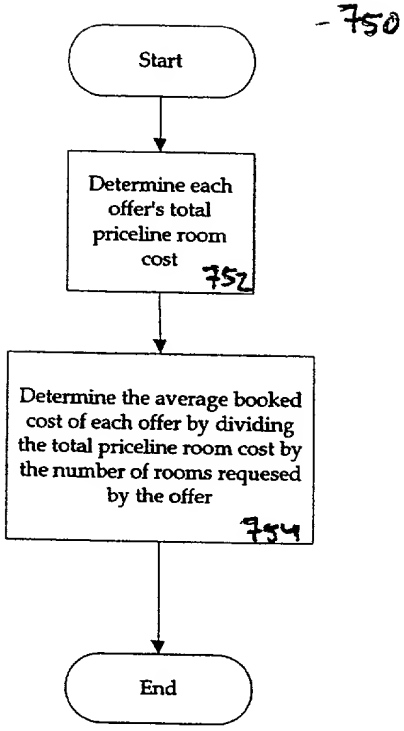

750
Start
Determine each offer's total priceline room cost
752
Determine the average booked cost of each offer by dividing the total priceline room cost by the number of rooms requesed by the offer
754
End

FIG. 24

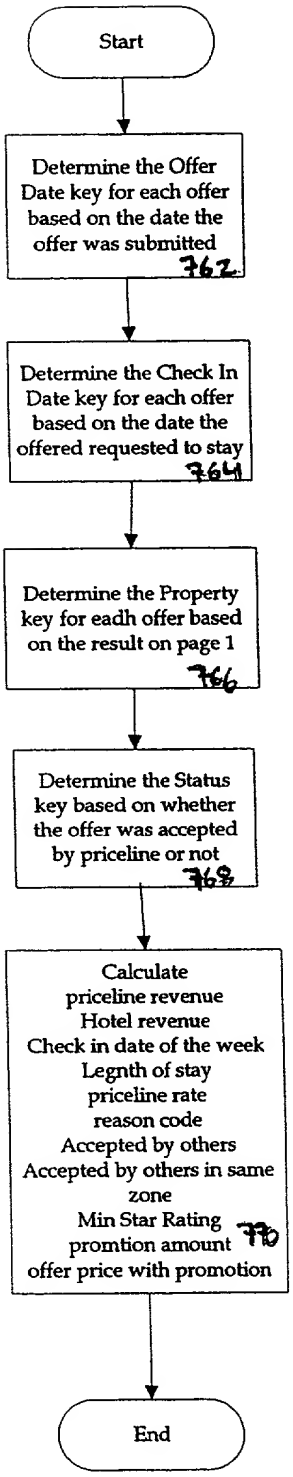

760
Start
Determine the Offer Date key for each offer based on the date the offer was submitted
762
Determine the Check In Date key for each offer based on the date the offered requested to stay
764
Determine the Property key for eadh offer based on the result on page 1
766
Determine the Status key based on whether the offer was accepted by priceline or not
768
Calculate
priceline revenue
Hotel revenue
Check in date of the week
Legnth of stay
priceline rate
reason code
Accepted by others
Accepted by others in same zone
Min Star Rating
promtion amount
offer price with promotion
770
End

Fig. 25

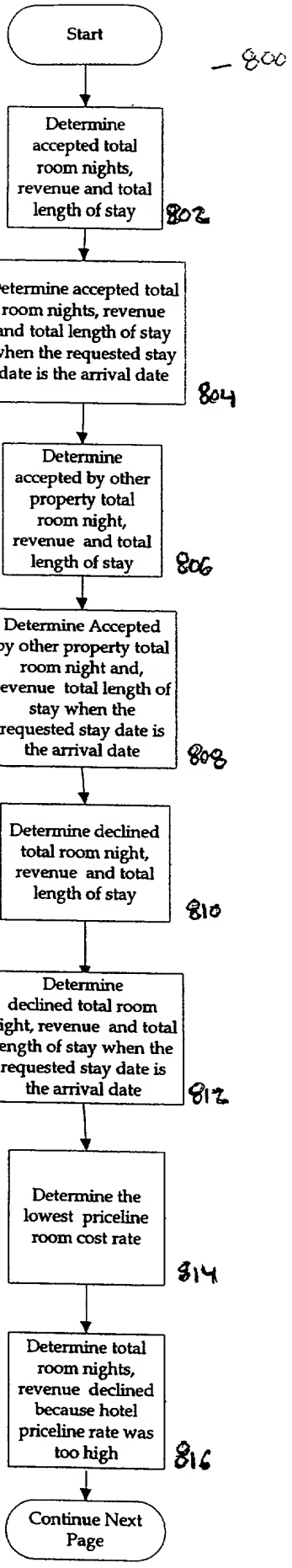

Start
800
Determine accepted total room nights, revenue and total length of stay
802
Determine accepted total room nights, revenue and total length of stay when the requested stay date is the arrival date
804
Determine accepted by other property total room night, revenue and total length of stay
806
Determine Accepted by other property total room night and, revenue total length of stay when the requested stay date is the arrival date
808
Determine declined total room night, revenue and total length of stay
810
Determine declined total room night, revenue and total length of stay when the requested stay date is the arrival date
812
Determine the lowest priceline room cost rate
814
Determine total room nights, revenue declined because hotel priceline rate was too high
816
Continue Next Page

FIG. 26

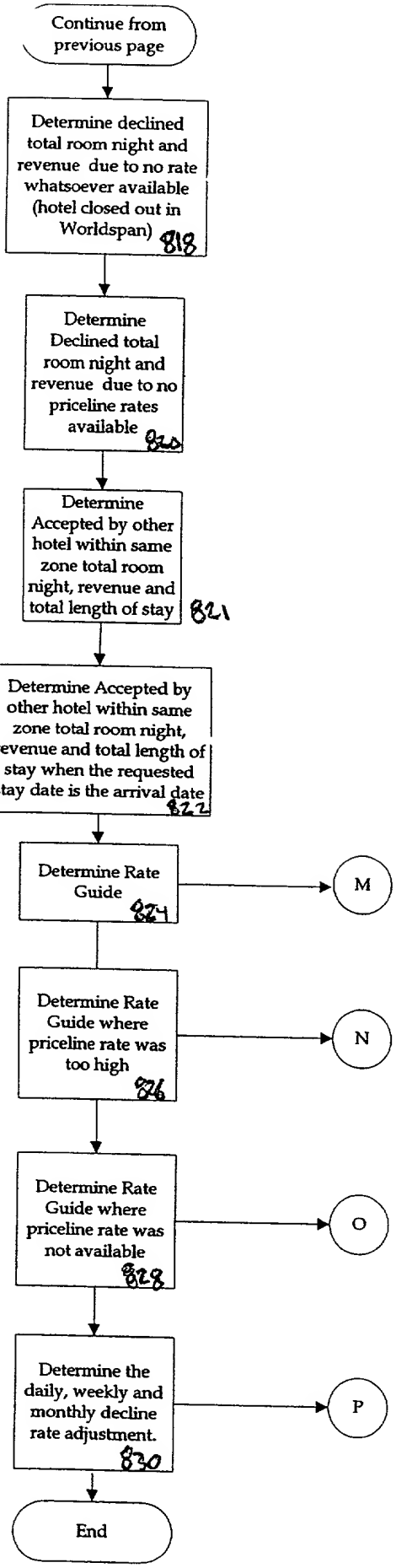

Continue from previous page
Determine declined total room night and revenue due to no rate whatsoever available (hotel closed out in Worldspan) 818
Determine Declined total room night and revenue due to no priceline rates available 820
Determine Accepted by other hotel within same zone total room night, revenue and total length of stay 821
Determine Accepted by other hotel within same zone total room night, revenue and total length of stay when the requested stay date is the arrival date 822
Determine Rate Guide 824
M
Determine Rate Guide where priceline rate was too high 826
N
Determine Rate Guide where priceline rate was not available 828
O
Determine the daily, weekly and monthly decline rate adjustment. 830
P
End

FIG. 27

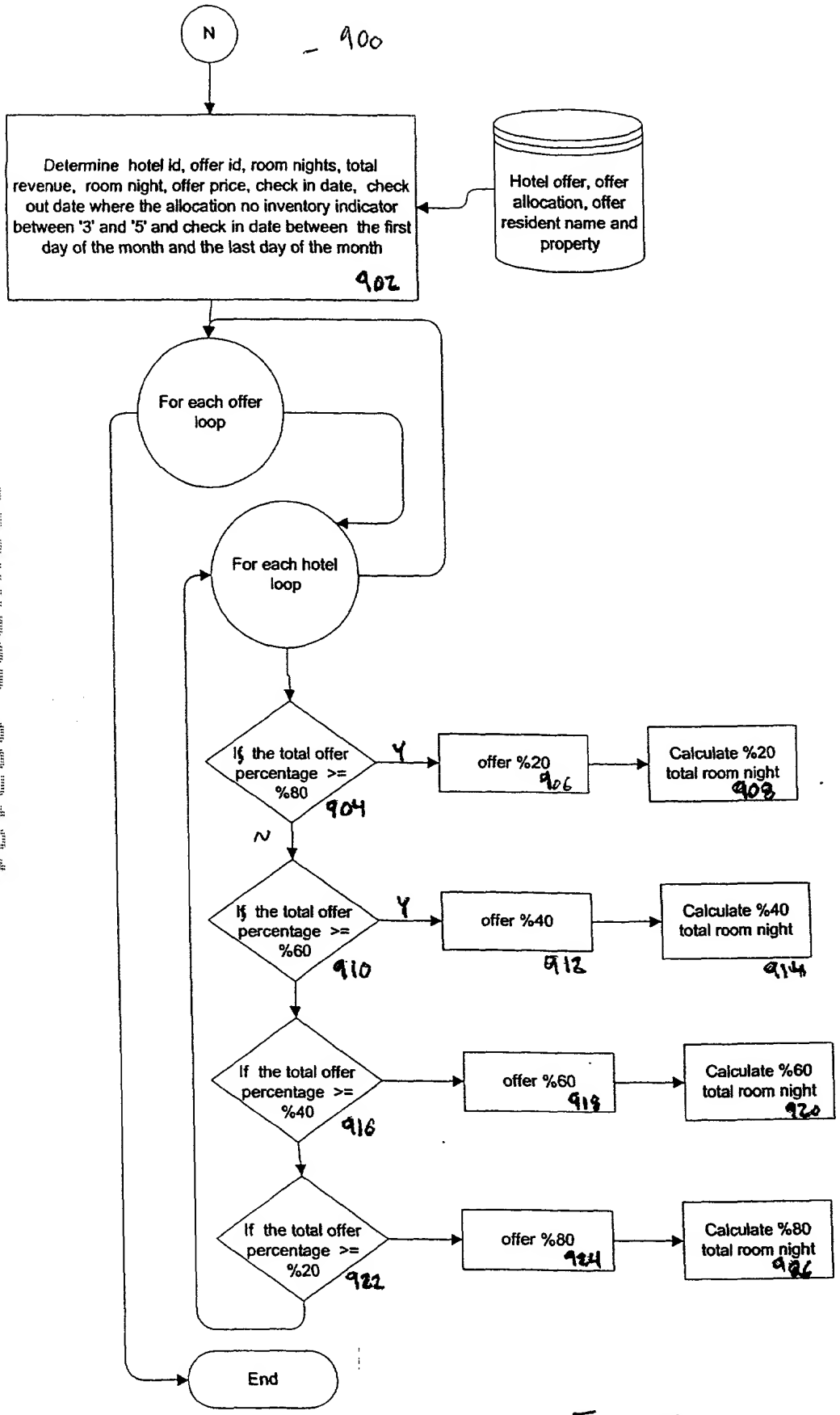

N
900
Determine hotel id, offer id, room nights, total revenue, room night, offer price, check in date, check out date where the allocation no inventory indicator between '3' and '5' and check in date between the first day of the month and the last day of the month
902
Hotel offer, offer allocation, offer resident name and property
For each offer loop
For each hotel loop
If the total offer percentage >= %80
904
Y
offer %20
906
Calculate %20 total room night
908
N
If the total offer percentage >= %60
910
Y
offer %40
912
Calculate %40 total room night
914
If the total offer percentage >= %40
916
offer %60
918
Calculate %60 total room night
920
If the total offer percentage >= %20
922
offer %80
924
Calculate %80 total room night
926
End

FIG. 28

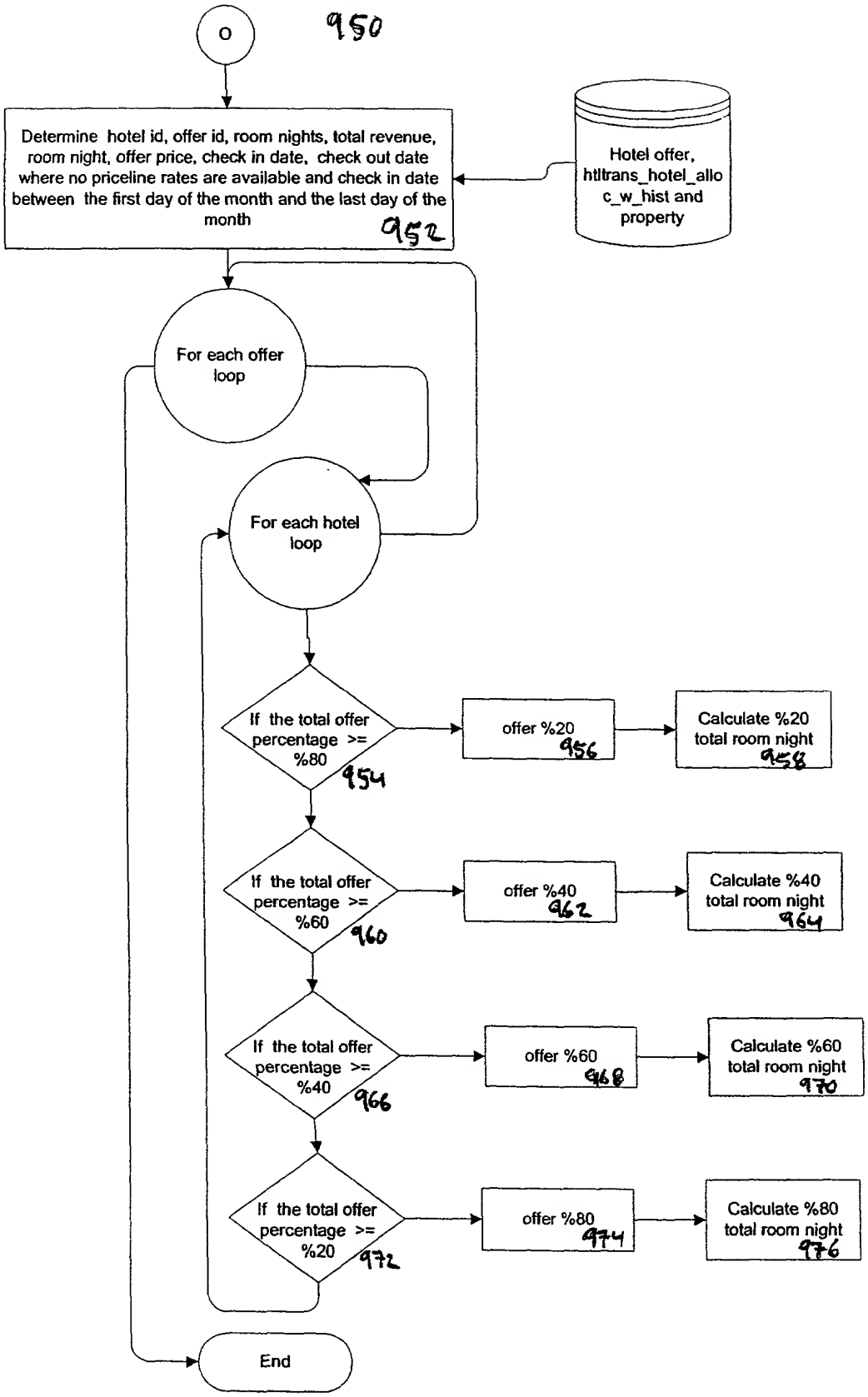

950
Determine hotel id, offer id, room nights, total revenue, room night, offer price, check in date, check out date where no priceline rates are available and check in date between the first day of the month and the last day of the month
952
Hotel offer, htltrans_hotel_allo c_w_hist and property
For each offer loop
For each hotel loop
If the total offer percentage >= %80
954
offer %20
956
Calculate %20 total room night
958
If the total offer percentage >= %60
960
offer %40
962
Calculate %40 total room night
964
If the total offer percentage >= %40
966
offer %60
968
Calculate %60 total room night
970
If the total offer percentage >= %20
972
offer %80
974
Calculate %80 total room night
976
End

FIG. 29

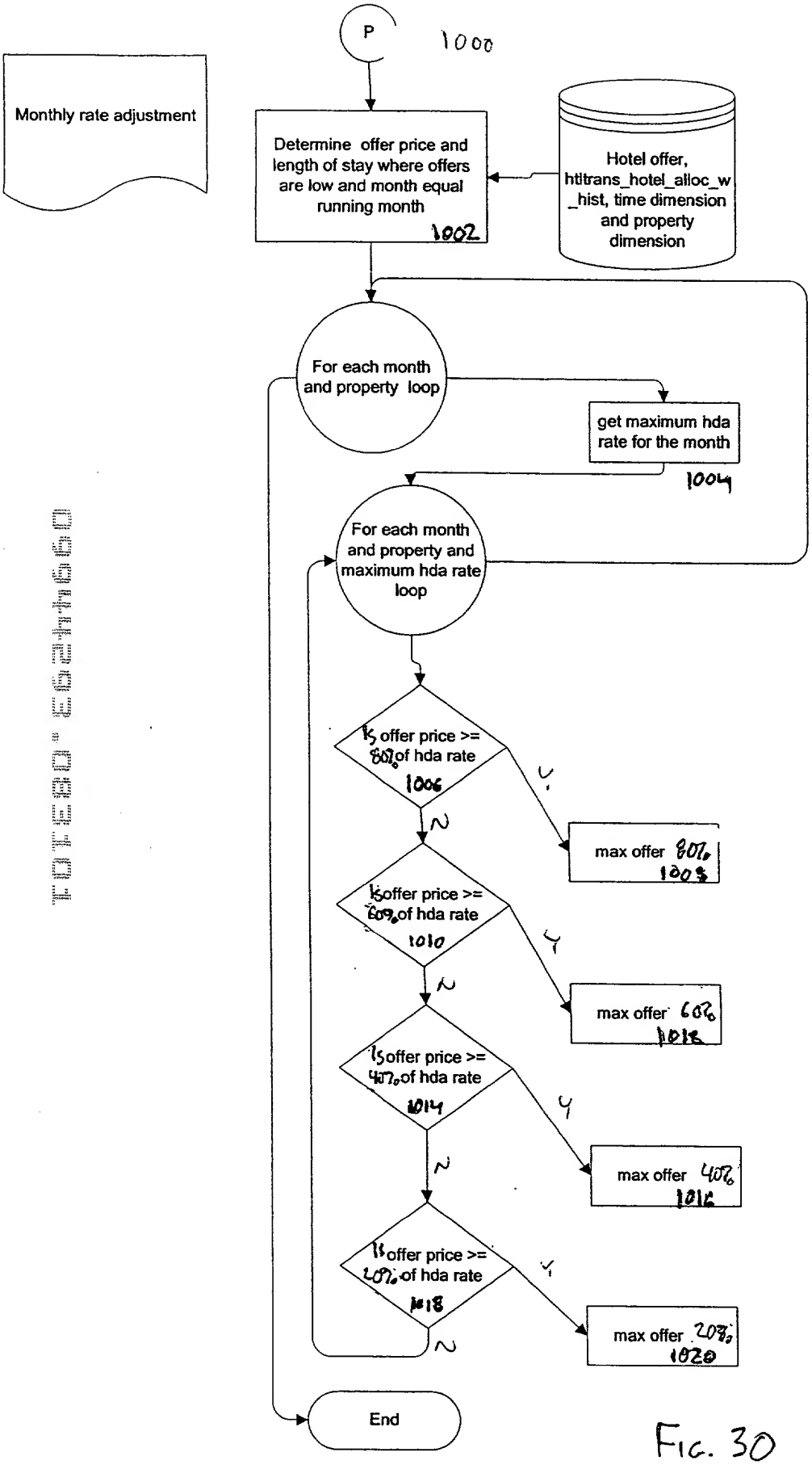

Monthly rate adjustment
P
1000
Determine offer price and length of stay where offers are low and month equal running month
1002
Hotel offer, htltrans_hotel_alloc_w_hist, time dimension and property dimension
For each month and property loop
get maximum hda rate for the month
1004
For each month and property and maximum hda rate loop
Is offer price >= 80% of hda rate
1006
Y
max offer 80%
1008
N
Is offer price >= 60% of hda rate
1010
Y
max offer 60%
1012
N
Is offer price >= 40% of hda rate
1014
Y
max offer 40%
1016
N
Is offer price >= 20% of hda rate
1018
Y
max offer 20%
1020
N
End

FIG. 30

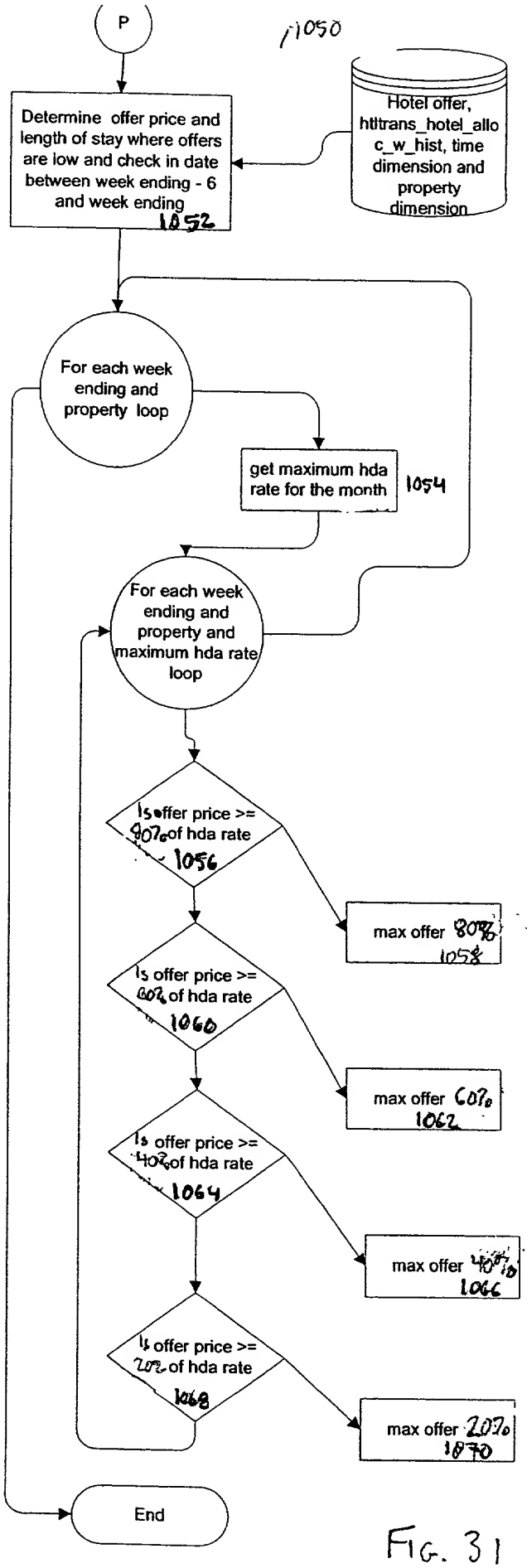

P
1050
Hotel offer, htltrans_hotel_allo c_w_hist, time dimension and property dimension
Determine offer price and length of stay where offers are low and check in date between week ending - 6 and week ending
1052
For each week ending and property loop
get maximum hda rate for the month
1054
For each week ending and property and maximum hda rate loop
Is offer price >= 80% of hda rate
1056
max offer 80%
1058
Is offer price >= 60% of hda rate
1060
max offer 60%
1062
Is offer price >= 40% of hda rate
1064
max offer 40%
1066
Is offer price >= 20% of hda rate
1068
max offer 20%
1070
End

FIG. 31

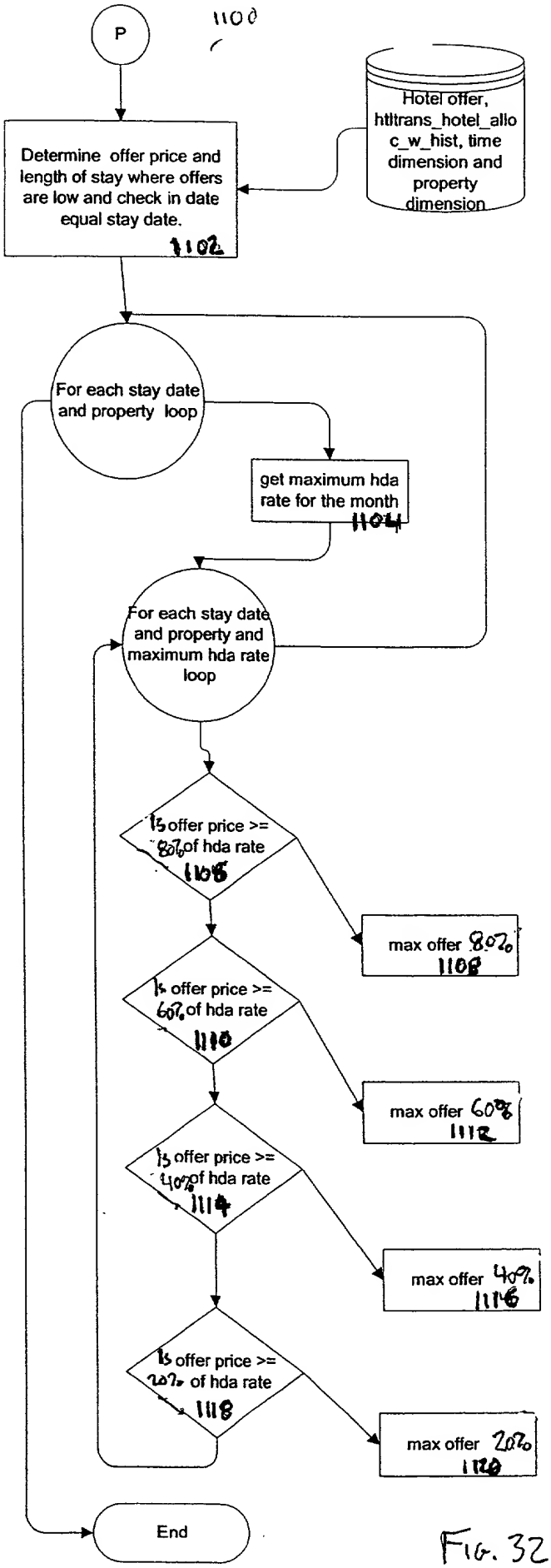

P
1100
Hotel offer, htltrans_hotel_allo c_w_hist, time dimension and property dimension
Determine offer price and length of stay where offers are low and check in date equal stay date.
1102
For each stay date and property loop
get maximum hda rate for the month
1104
For each stay date and property and maximum hda rate loop
Is offer price >= 80% of hda rate
1106
max offer 80%
1108
Is offer price >= 60% of hda rate
1110
max offer 60%
1112
Is offer price >= 40% of hda rate
1114
max offer 40%
1116
Is offer price >= 20% of hda rate
1118
max offer 20%
1120
End

FIG. 32

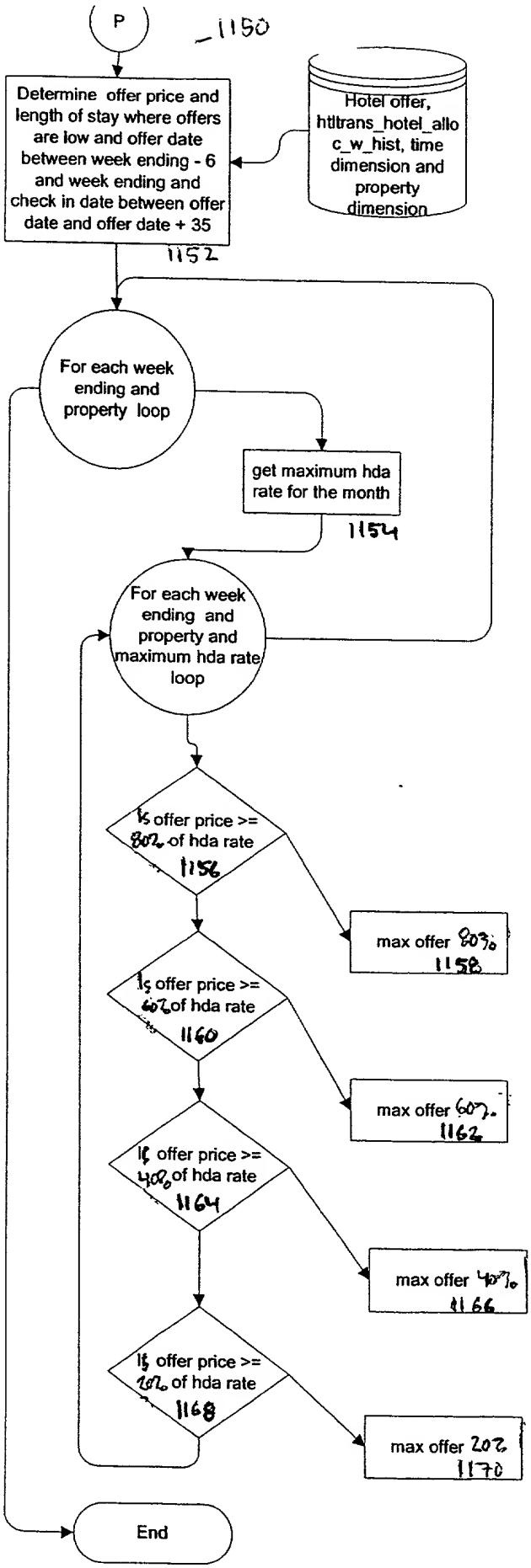

P
1150
Determine offer price and length of stay where offers are low and offer date between week ending - 6 and week ending and check in date between offer date and offer date + 35
1152
Hotel offer, htltrans_hotel_allo c_w_hist, time dimension and property dimension
For each week ending and property loop
get maximum hda rate for the month
1154
For each week ending and property and maximum hda rate loop
If offer price >= 80% of hda rate
1156
max offer 80%
1158
If offer price >= 60% of hda rate
1160
max offer 60%
1162
If offer price >= 40% of hda rate
1164
max offer 40%
1166
If offer price >= 20% of hda rate
1168
max offer 20%
1170
End

FIG. 33

1200

Daily Demand Report

This report shows the analysis and details of the offers that were submitted yesterday and looked at your hotel. Use the information to identify potential incremental revenue opportunities on the nights that your hotel may not be sold out.

RESERVATION REQUESTS ACCEPTED YESTERDAY

REQUESTED STAY DAY OF WEEK PATTERN

Day Of Week	Total Room Nights	Average Overall LOS	Total Arrival Room Nights	Average Arrival LOS	Average Rate	Total Revenue
Monday	4	1.3	3	1	$90	$360
Tuesday						
Wednesday						
Thursday	1	3	1	3	$119	$119
Friday	2	2.5	1	2	$100	$199
Saturday	2	2.5			$100	$199
Sunday	1	2	1	2	$90	$90
TOTAL	**10**	**2.3**	**6**	**2**	**$100**	**$967**

DETAILS

Last Name	First Name	Check In DOW	Check In Date	LOS	Priceline Rate
JOHNSON	ELVIRA	Sunday	10/3/99	2	$90
DUNLAP	DAN	Monday	10/4/99	1	$90
FEDUSKA	NATHANIEL	Monday	10/4/99	1	$90
SKAINS	MICHAEL	Monday	10/4/99	1	$90
STOLLSTEIMER	VICKI	Friday	11/5/99	2	$80
ZELUS	ROGER	Thursday	11/11/99	3	$119

RESERVATION REQUESTS DECLINED YESTERDAY

REQUESTED DAY OF WEEK PATTERN

Day Of Week	Total Room Nights	Average Overall LOS	Total Arrival Room Nights	Average Arrival LOS	Average Rate	Total Revenue
Monday	8	5.6	1	2	$87	$695
Tuesday	17	3.2	9	1.1	$108	$1,830
Wednesday	39	3.2	32	2.5	$132	$5,155
Thursday	45	3.4	23	2.3	$135	$6,091
Friday	86	2.7	48	1.9	$118	$10,171
Saturday	112	2.4	47	1.6	$118	$13,263
Sunday	26	4	10	2.2	$89	$2,307
TOTAL	**333**	**3.5**	**170**	**1.9**	**$112**	**$39,512**

NEXT 35 DAY DETAILS

Broken down by requested stay date	9/28/99 Tuesday	9/29/99 Wednesday	9/30/99 Thursday	10/1/99 Friday	10/2/99 Saturday	10/3/99 Sunday	10/4/99 Monday
Total RN		23	19	35	54	11	4
Average LOS		2.3	2.8	2.5	1.9	2.6	3.5
Average Rate		$162	$185	$149	$142	$111	$119

FIG. 34

Daily Demand Report

	9/28/99	9/29/99	9/30/99	10/1/99	10/2/99	10/3/99	10/4/99
	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Monday
Declined due to high priceline rate						6	4
Declined due to closed GDS		14	19	27	34	2	
Declined due to no priceline rate		9		8	20	3	
	10/5/99	10/6/99	10/7/99	10/8/99	10/9/99	10/10/99	10/11/99
	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Monday
Total RN	10	5	3	21	27	8	1
Average LOS	2	3	4	2	1.9	2.1	4
Average Rate	$124	$103	$107	$97	$104	$91	$75
Declined due to high priceline rate	6	4	1			4	1
Declined due to closed GDS		1	2	11	16	2	
Declined due to no priceline rate				10	11	2	

	10/12/99	10/13/99	10/14/99	10/15/99	10/16/99	10/17/99	10/18/99
	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Monday
Total RN	4	3	6	10	13	1	
Average LOS	2	3.7	3	2.6	2.1	5	
Average Rate	$111	$90	$106	$99	$89	$70	
Declined due to high priceline rate	2	2					
Declined due to closed GDS			3	4	4		
Declined due to no priceline rate		1	3	6	9	1	
	10/19/99	10/20/99	10/21/99	10/22/99	10/23/99	10/24/99	10/25/00
	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Monday
Total RN		3	10	11	12	3	3
Average LOS		4	2.9	2.8	4.3	9	9
Average Rate		$120	$113	$110	$97	$48	$48
Declined due to high priceline rate		3	9	10	11	3	3
Declined due to closed GDS							
Declined due to no priceline rate							
	10/26/99	10/27/99	10/28/99	10/29/99	10/30/99	10/31/99	11/1/99
	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Monday
Total RN	3	3	3	3	3	3	
Average LOS	9	9	9	9	9	9	
Average Rate	$48	$48	$48	$48	$48	$48	
Declined due to high priceline rate	3	3	3	3	3	3	
Declined due to closed GDS							
Declined due to no priceline rate							

DETAILS

Check In Date	Check In Dow	LOS	Your PL Rate	Lost Revenue	Offer Price*	Reason**	Booked by others
9/29/99	Wednesday	3		$435	$145	NR	N
9/29/99	Wednesday	1	$315	$125	$125	NP	N

FIG. 35

Daily Demand Report

Check In Date	Check In Dow	LOS	Your PL Rate	Lost Revenue	Offer Price*	Reason**	Booked by others
9/29/99	Wednesday	4		$1,120	$280	NR	N
9/29/99	Wednesday	4		$1,120	$280	NR	N
9/29/99	Wednesday	5		$700	$140	NR	N
9/29/99	Wednesday	4		$1,120	$280	NR	N
9/29/99	Wednesday	1	$315	$125	$125	NP	N
9/29/99	Wednesday	1	$315	$135	$135	NP	N
9/29/99	Wednesday	1	$315	$85	$85	NP	N
9/29/99	Wednesday	1	$315	$195	$195	NP	N
9/29/99	Wednesday	3		$450	$150	NR	N
9/29/99	Wednesday	1	$315	$135	$135	NP	N
9/29/99	Wednesday	2		$300	$150	NR	N
9/29/99	Wednesday	1	$315	$130	$130	NP	N
9/29/99	Wednesday	1		$175	$175	NR	N
9/29/99	Wednesday	4		$1,020	$255	NR	N
9/29/99	Wednesday	4		$1,020	$255	NR	N
9/29/99	Wednesday	4		$1,020	$255	NR	N
9/29/99	Wednesday	3		$435	$145	NR	N
9/29/99	Wednesday	1		$60	$60	NR	N
9/29/99	Wednesday	1	$315	$85	$85	NP	N
9/29/99	Wednesday	1		$70	$70	NR	N
9/29/99	Wednesday	1	$315	$76	$76	NP	N
9/30/99	Thursday	3		$420	$140	NR	N
9/30/99	Thursday	3		$270	$90	NR	N
9/30/99	Thursday	1		$110	$110	NR	N
9/30/99	Thursday	1		$225	$225	NR	N
9/30/99	Thursday	3		$300	$100	NR	N
9/30/99	Thursday	1		$230	$230	NR	N
9/30/99	Thursday	1		$145	$145	NR	N
9/30/99	Thursday	1		$149	$149	NR	N
10/1/99	Friday	2		$150	$75	NR	N
10/1/99	Friday	2		$300	$150	NR	N
10/1/99	Friday	2		$300	$150	NR	N
10/1/99	Friday	2	$259	$200	$100	NP	N
10/1/99	Friday	2		$400	$200	NR	N
10/1/99	Friday	2		$190	$95	NR	N
10/1/99	Friday	2		$190	$95	NR	N
10/1/99	Friday	2		$178	$89	NR	N
10/1/99	Friday	2	$259	$210	$105	NP	N
10/1/99	Friday	3	$259	$300	$100	NP	N
10/1/99	Friday	2		$140	$70	NR	N
10/1/99	Friday	2		$160	$80	NR	N
10/1/99	Friday	2	$259	$500	$250	NP	N
10/1/99	Friday	2	$259	$300	$150	NP	N
10/1/99	Friday	2		$520	$260	NR	Y
10/1/99	Friday	1	$259	$120	$120	NP	N
10/1/99	Friday	2		$200	$100	NR	Y
10/1/99	Friday	1		$50	$50	NR	N
10/1/99	Friday	1		$50	$50	NR	N

Fig. 36

THE WYNDHAM BOSTON
BOSTON
MA

Daily Demand Report

Check In Date	Check In Dow	LOS	Your PL Rate	Lost Revenue	Offer Price*	Reason**	Booked by others
10/16/99	Saturday	1	$315	$40	$40	NP	N
10/20/99	Wednesday	4	$250	$440	$110	HI	N
10/20/99	Wednesday	4	$250	$580	$145	HI	N
10/20/99	Wednesday	4	$250	$416	$104	HI	N
10/21/99	Thursday	2	$179	$300	$150	HI	Y
10/21/99	Thursday	2	$179	$200	$100	HI	N
10/21/99	Thursday	3	$179	$375	$125	HI	N
10/21/99	Thursday	2	$179	$160	$80	HI	N
10/21/99	Thursday	3	$179	$345	$115	HI	N
10/21/99	Thursday	3	$179	$375	$125	HI	N
10/21/99	Thursday	2	$179	$150	$75	HI	N
10/22/99	Friday	2	$179	$160	$80	HI	N
10/23/99	Saturday	1	$179	$160	$160	HI	N
10/23/99	Saturday	9	$250	$450	$50	HI	N
10/23/99	Saturday	1	$179	$60	$60	HI	N
10/23/99	Saturday	9	$250	$360	$40	HI	N
10/23/99	Saturday	9	$250	$495	$55	HI	N
11/4/99	Thursday	3	$80	$150	$50	HI	N
11/11/99	Thursday	3	$119	$450	$150	HI	N
11/13/99	Saturday	1	$119	$100	$100	HI	N
11/24/99	Wednesday	3	$90	$225	$75	HI	N
11/24/99	Wednesday	3	$90	$180	$60	HI	N
12/31/99	Friday	1		$100	$100	NR	N
12/31/99	Friday	1	$338	$140	$140	NP	N

* To meet minimum margin requirements, priceline will adjust down offer price before processing
** HI: Your hotel priceline rate was too high / NP: there was no priceline rate available / NR: No room was available (Your hotel was sold out)

FIG. 37

1300

Weekly Demand Report

	10/15/99	10/16/99	10/17/99	10/18/99	10/19/99	10/20/99	10/21/99
	Friday	Saturday	Sunday	Monday	Tuesday	Wednesday	Thursday
Average LOS	2.7	2.2	3.7	4.6	3.6	4.7	3.4
Average Rate	$116	$113	$105	$75	$88	$114	$107
Declined due to high priceline rate	1		3	4	3	1	4
Declined due to closed GDS	2	14					1
Declined due to No PL Rate	90	119	24	8	17	13	28
Your priceline rate (R)			$80	$175	$175	$175	$175
RN captured at 90% of R*	7	7	0	0	0	0	0
RN captured at 80% of R*	7	7	0	0	0	0	0
RN captured at 70% of R*	35	35	42	42	42	42	42
RN captured at 60% of R*	56	56	119	119	119	119	119
	10/22/99	10/23/99	10/24/99	10/25/99	10/26/99	10/27/99	10/28/99
	Friday	Saturday	Sunday	Monday	Tuesday	Wednesday	Thursday
Total RN declined	69	70	19	5	3	3	2
Arrival RN declined	41	22	1		2		1
RN booked by others	5	2					
Average LOS	2.7	2.3	3.7	5	3.7	3.7	5
Average Rate	$105	$108	$99	$99	$70	$70	$73
Declined due to high priceline rate	1	2	1	1	1	1	2
Declined due to closed GDS	1	23					
Declined Due to no priceline rate	68	47	18	4	2	2	
Your priceline rate (R)			$119	$119	$119	$119	$119
RN captured at 90% of R*	0	0	0	0	0	0	0
RN captured at 80% of R*	0	0	0	0	0	0	0
RN captured at 70% of R*	42	42	28	28	28	28	28
RN captured at 60% of R*	119	119	56	56	56	56	56
	10/29/99	10/30/99	10/31/99	11/1/99	11/2/99	11/3/99	11/4/99
	Friday	Saturday	Sunday	Monday	Tuesday	Wednesday	Thursday
Total RN declined	4	6	2	2	5	5	3
Arrival RN declined	2	2		2	3		
RN booked by others		1	1	2	3	3	1
Average LOS	3.5	3	2	3	3	3	3
Average Rate	$70	$73	$78	$85	$95	$95	$102
Declined due to high priceline rate	3	3		2	5	5	3
Declined due to closed GDS							
Declined due to no priceline rate	1	3	2				
Your priceline rate (R)	$119	$119		$175	$175	$175	$175
RN captured at 90% of R*	0	0	7	7	7	7	7
RN captured at 80% of R*	0	0	14	14	14	14	14
RN captured at 70% of R*	28	28	28	28	28	28	28
RN captured at 60% of R*	56	56	49	49	49	49	49

* Shows how many additional room nights your hotel could have captured if you set your priceline rate at each of the levels on the days that your priceline rate was opti

Fig. 38

E WYNDHAM BOSTON
STON

1350

Weekly Demand Report

Offer Booking Window

Considers offers that were submitted during the last one week and looked at your hotel. Shows the distribution of the requested stay dates.

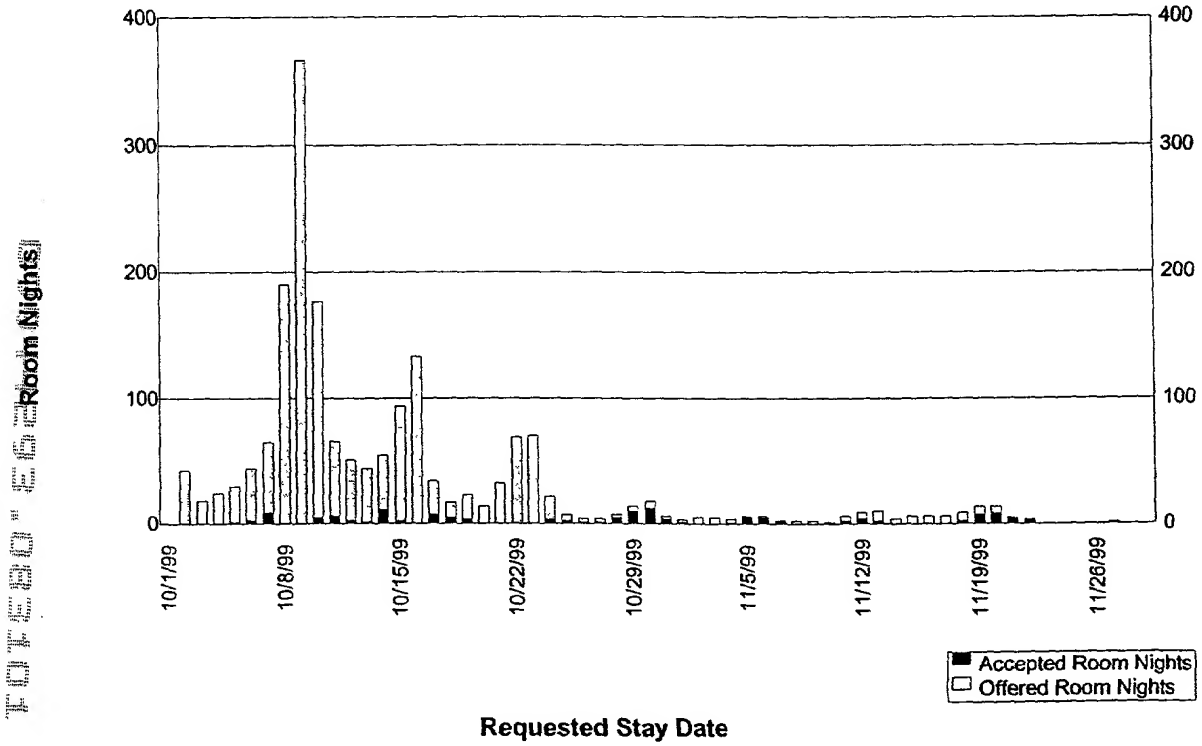


Fig. 39

TOTE80" E62hh60/1400

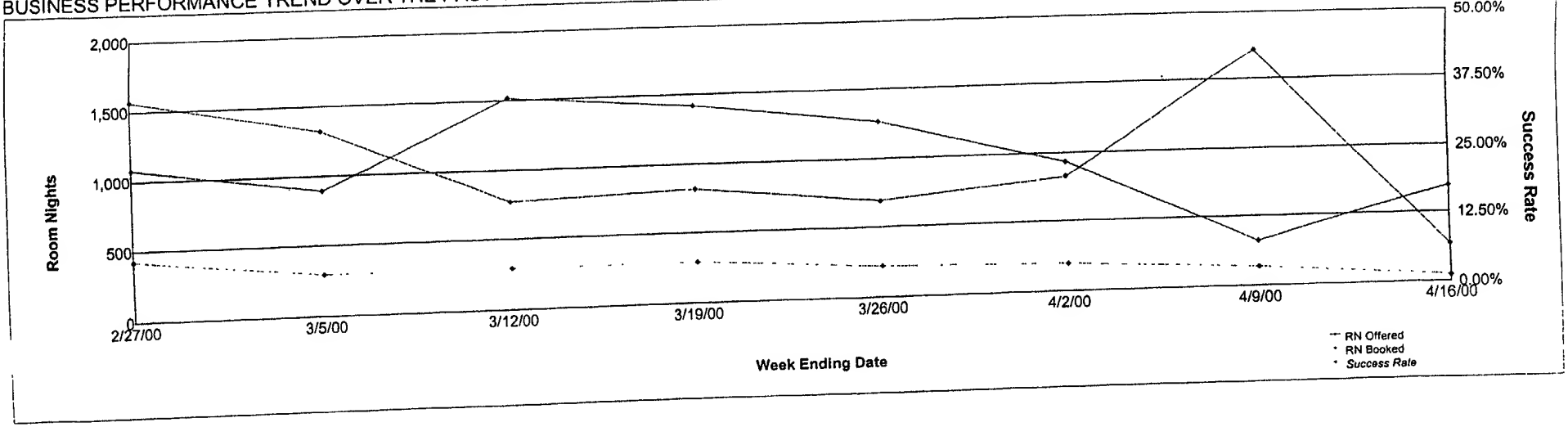
Weekly Business Trend Report

A review of reservation requests at your hotels by priceline.com customers to arrive in each of the past four weeks and coming four weeks

Week Ending Date	RN Offered	RN Booked	RN Booked by Others	Success Rate	Avg Offer Price	Avg Booked Price	Due to Hi PL Rate	Due to Closed GDS	Due to No PL Rate	Your Priceline Rate (R)	RN at 90% of R*	RN at 80% of R*	RN at 70% of R*	RN at 60% of R*
2/27/00	1082	424	290	39.19%	$69	$88	653	6	0	$120	2	2	7	25
3/5/00	890	294	289	33.03%	$72	$90	434	45	119	$110	4	7	13	58
3/12/00	1515	292	281	19.27%	$83	$96	543	511	162	$120	1	1	6	52
3/19/00	1418	289	477	20.38%	$73	$92	664	114	359	$120	10	17	72	112
3/26/00	1266	219	370	17.30%	$75	$96	583	177	288	$120	0	3	36	62
4/2/00	934	193	182	20.66%	$81	$92	251	368	125	$120	0	0	11	16
4/9/00	320	137	67	42.81%	$81	$96	136	29	19	$120	3	3	14	19
4/16/00	697	47	96	6.74%	$94	$87	84	267	308	$120	2	2	6	6

* Shows how many additional room nights your hotel could have captured if you had your priceline rate at each of the levels on the days that you had your priceline rate open.

BUSINESS PERFORMANCE TREND OVER THE PAST 4 WEEKS AND COMING 4 WEEKS



THE WYNDHAM BOSTON
BOSTON
MA

1500

Monthly Business Trend Report

By Requested Stay Month

Month	Year	RN Offered	RN Booked	RN Booked by Others	Success Rate	Avg Offer Price	Avg Booked Price	Due to Hi PL Rate	Due to Closed GDS	Due to No PL Rate	Your Priceline Rate (R)	RN at 80% of R*	RN at 60% of R*	RN at 40% of R*	RN at 20% of R*
February	1999	0	0		0.00%	$0	$0	0	0	0		0	0	0	0
March	1999	0	0		0.00%	$0	$0	0	0	0		0	0	0	0
April	1999	0	0		0.00%	$0	$0	0	0	0		0	0	0	0
May	1999	0	0		0.00%	$0	$0	0	0	0		0	0	0	0
June	1999	0	0		0.00%	$0	$0	0	0	0		0	0	0	0
July	1999	21	0	1	0.00%	$98	$0	0	21	0		0	0	0	0
August	1999	3246	21	914	0.65%	$78	$136	2064	1161	0	$219	0	5	196	1653
September	1999	5683	151	942	2.66%	$96	$98	1418	3566	542	$219	0	2	153	1078
October	1999	8634	470	899	5.44%	$106	$97	972	2992	4125	$270	0	5	120	735
November	1999	3716	755	632	20.32%	$88	$83	923	1187	853	$270	1	2	47	439
December	1999	2289	356	802	15.55%	$80	$80	932	274	736	$219	0	2	49	600
January	2000	2115	542	568	25.63%	$66	$79	1041	356	171	$169	0	2	47	856
February	2000	3834	1402	990	36.57%	$70	$87	2136	136	199	$120	8	164	947	2043
YTD	**2000**	**5949**	**1944**	**1558**	**31.10%**	**$68**	**$83**	**3177**	**492**	**370**	**$145**	**8**	**166**	**994**	**2899**

* Shows how many additional room nights your hotel could have captured if you had your priceline rate at each of the levels on the days that you had your priceline rate open.

BUSINESS PERFORMANCE TREND OVER THE PAST 13 MONTHS

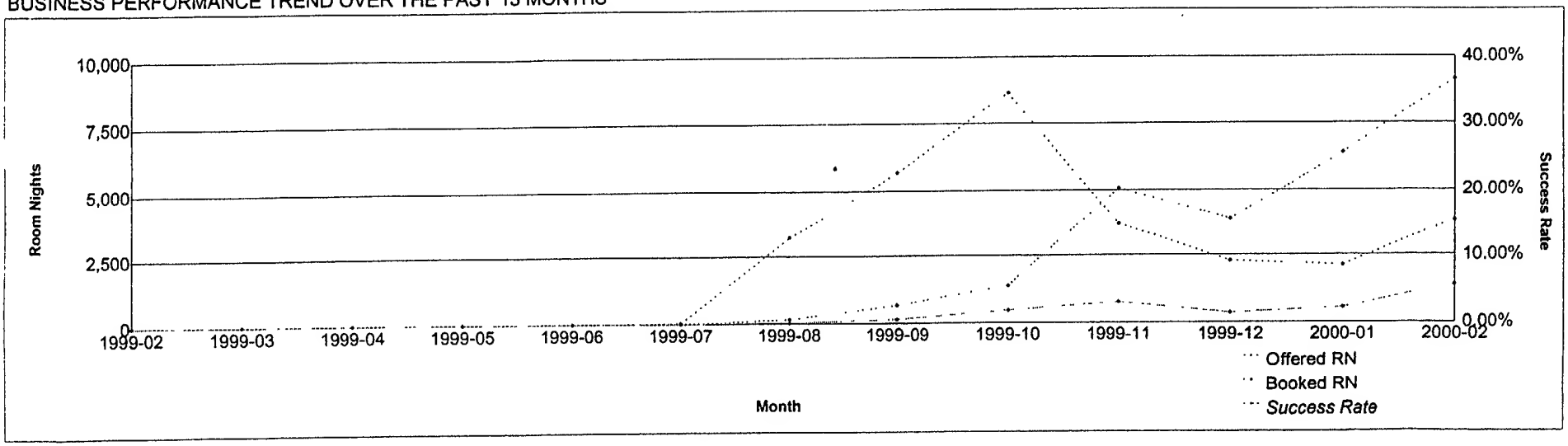


FIG. 41

1600

Monthly Business Report

PAST MONTH BUSINESS PERFORMANCE REVIEW

A review of reservation requests for your hotel by priceline.com customers to stay in December 1999

UMMARY

	You Accepted	You Declined	You Declined but Others Accepted
otal Room Nights	356	1933	802
ercentage	15.55%	84.45%	35.04%
verage LOS	2.3	3.2	2.5
verage Rate	$80	$80	$82
otal Revenue	$28,567	$155,102	$65,373

EASONS FOR DECLINED BUSINESS

	Room Nights	Average Rate	Revenue
eclined due to high priceline rate	932	$61	$56,395
eclined due to closed GDS	274	$105	$28,839
eclined due to no priceline rate	736	$96	$70,802

EQUESTED STAY DAY OF WEEK PATTERN

	Monday		Tuesday		Wednesday		Thursday	
	Accept	Decline	Accept	Decline	Accept	Decline	Accept	Decline
otal Room Nights	21	147	18	136	22	189	63	273
rrival Room Nights	18	68	6	71	8	95	46	177
verage LOS	2.3	4.2	2.9	4.7	3.6	4.3	2.4	3.6
verage Rate	$81	$62	$84	$66	$91	$68	$82	$74
otal Revenue	$1,698	$9,107	$1,507	$8,913	$1,995	$12,938	$5,170	$20,316

	Friday		Saturday		Sunday	
	Accept	Decline	Accept	Decline	Accept	Decline
otal Room Nights	88	748	115	294	29	146
rrival Room Nights	57	567	57	159	9	64
verage LOS	2.3	2.2	1.9	2.9	2.4	4.3
verage Rate	$79	$102	$77	$65	$83	$59
otal Revenue	$6,913	$76,120	$8,892	$19,023	$2,394	$8,685

OFFER PRICE DISTRIBUTION

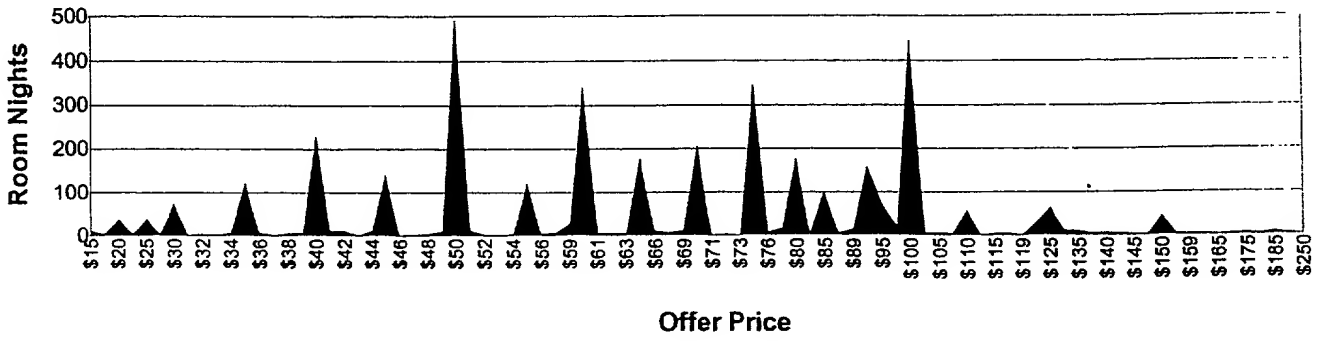


Fig. 42

Monthly Business Report

COMING MONTH BUSINESS PERFORMANCE PREVIEW

A preview of reservation requests for your hotel by priceline.com customers to stay in January 2000

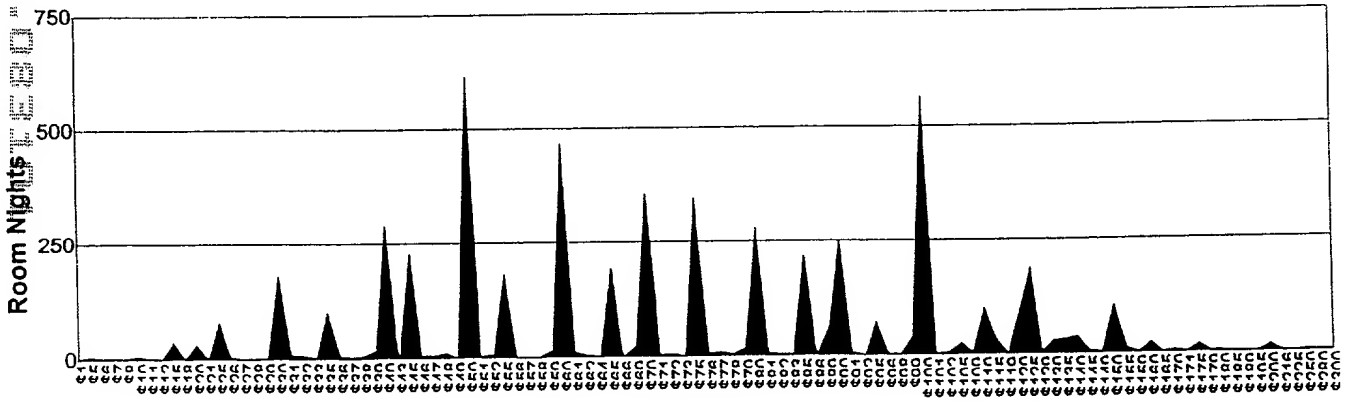
SUMMARY

	You Accepted	You Declined	You Declined but Others Accepted
Total Room Nights	542	1573	568
Percentage	25.63%	74.37%	26.86%
Average LOS	3.4	3.6	2.1
Average Rate	$79	$62	$66
Total Revenue	$42,785	$97,132	$37,706

REASONS FOR DECLINED BUSINESS

	Room Nights	Average Rate	Revenue
Declined due to high priceline rate	1041	$54	$56,068
Declined due to closed GDS	356	$74	$26,446
Declined due to no priceline rate	171	$81	$13,783

OFFER PRICE DISTRIBUTION



RATE GUIDE

On the days that your priceline rates were open, if your priceline rate were set at the following level you would have captured corresponding incremental room nights and revenue for the arrival month of January so far.

	Priceline Rate	Room Nights	Revenue
COMPETITIVE	$60	136	$8,160
↓	$50	394	$19,700
AGGRESIVE	$45	462	$20,790

On the days that your hotel was not sold out but your priceline rates were closed, if you had your priceline rates open at the following level then you would have captured corresponding incremental room nights and revenue for the arrival month of January so far.

	Priceline Rate	Room Nights	Revenue
COMPETITIVE	$55	510	$28,050
↓	$50	942	$47,100
AGGRESIVE	$44	1252	$55,088

FIG. 43

THE WYNDHAM BOSTON
BOSTON
MA

1800
TOTE80 S62/mt660

Monthly Detailed Booking Review

A review of reservation requests at your hotel by priceline.com customers to arrive on each of the days in last month

Date	Total RN Offered	Arrival RN Offered	Total RN Booked	Arrival RN Booked	RN Booked by Others	Success Rate	Avg LOS	Avg Offer Price	Avg Booked Price	Due to Hi PL Rate	Due to Closed GDS	Due to No PL Rate	Your Priceline Rate (R)	RN at 90% of R*	RN at 80% of R*	RN at 70% of R*	RN at 60% of R*
2/1/00	36	14	14	7	11	38.89%	5.4	$63	$81	21	0	1	$70	0	1	9	16
2/2/00	51	32	18	8	14	35.29%	4	$59	$77	33	0	0	$70	5	11	13	21
2/3/00	59	31	24	14	17	40.68%	4.1	$63	$84	35	2	0	$75	0	11	12	16
2/4/00	104	76	47	35	39	45.19%	3.1	$67	$85	57	2	0	$75	2	10	28	62
2/5/00	163	96	80	48	49	49.08%	2.5	$67	$82	82	2	1	$75	0	5	6	39
2/6/00	57	25	28	13	14	49.12%	4.6	$73	$88	22	4	5	$70	0	4	4	12
2/7/00	58	26	24	13	13	41.38%	4.9	$73	$86	19	5	12	$70	0	0	0	9
2/8/00	97	57	30	17	22	30.93%	3.8	$83	$83	16	22	29	$70	0	0	0	6
2/9/00	118	59	35	14	20	29.66%	3.5	$81	$80	21	45	18	$70	1	5	5	7
2/10/00	144	75	57	32	21	39.58%	3.2	$76	$87	55	21	14	$80	1	8	11	16
2/11/00	187	133	74	62	37	39.57%	2.7	$68	$87	101	6	12	$80	3	11	26	47
2/12/00	332	201	124	81	63	37.35%	2	$69	$86	167	7	41	$80	2	8	27	36
2/13/00	93	38	32	18	24	34.41%	3.6	$66	$84	55	2	6	$80	5	10	27	31
2/14/00	95	53	33	24	28	34.74%	3.5	$70	$93	60	0	2	$95	0	1	8	32
2/15/00	62	22	25	10	10	40.32%	4.5	$70	$93	36	0	1	$95	0	0	5	11
2/16/00	66	26	24	5	13	36.36%	4.2	$71	$96	41	0	1	$95	0	5	9	15
2/17/00	85	43	29	16	16	34.12%	3.7	$71	$94	55	1	1	$95	1	5	25	29
2/18/00	254	219	70	61	67	27.56%	2.4	$70	$87	183	6	0	$95	33	57	109	158
2/19/00	444	267	132	87	132	29.73%	2.1	$73	$90	310	5	0	$120	1	2	27	47
2/20/00	229	71	76	32	70	33.19%	2.6	$70	$87	152	3	0	$80	0	7	39	40
2/21/00	93	51	33	20	22	35.48%	3.3	$66	$86	60	0	0	$120	0	0	0	0
2/22/00	83	46	31	21	25	37.35%	3.7	$69	$87	51	0	0	$80	3	11	18	22
2/23/00	93	47	41	19	26	44.09%	3.4	$71	$89	51	0	0	$80	3	6	33	37
2/24/00	129	81	55	39	34	42.64%	3.2	$70	$90	73	1	0	$80	4	5	14	17
2/25/00	199	136	80	54	47	40.20%	2.9	$68	$87	118	1	0	$80	12	24	54	65
2/26/00	256	115	108	51	66	42.19%	2.5	$70	$88	148	1	0	$80	3	13	32	46
2/27/00	88	29	28	12	32	31.82%	4.1	$65	$87	55	0	5	$80	1	1	2	5
2/28/00	81	35	27	10	28	33.33%	4.4	$72	$89	39	0	15	$80	1	2	36	36
2/29/00	78	35	23	8	30	29.49%	4.4	$76	$86	20	0	35	$80	0	0	1	4
TOTAL	**3834**	**2139**	**1402**	**831**	**990**	**37.37%**	**3.5**	**$70**	**$87**	**2136**	**136**	**199**	**$83**	**81**	**223**	**580**	**882**

* Shows how many additional room nights your hotel could have captured if you had your priceline rate at each of the levels on the days that you had your priceline rate open.

Fig. 44

THE WYNDHAM BOSTON
BOSTON
MA

TOTE80" E62hh660

Monthly Detailed Booking Preview

A review of reservation requests at your hotel by priceline.com customers to arrive on each of the days in the current month

Date	Total RN Offered	Arrival RN Offered	Total RN Booked	Arrival RN Booked	RN Booked by Others	Success Rate	Avg LOS	Avg Offer Price	Avg Booked Price	Due to Hi PL Rate	Due to Closed GDS	Due to No PL Rate	Your Pricelin Rate (R)	RN at 90% of R*	RN at 80% of R*	RN at 70% of R*	RN at 60% of R*
3/1/00	70	34	18	5	26	25.71%	5	$78	$84	17	11	24	$110	0	0	0	0
3/2/00	88	42	20	8	32	22.73%	4.7	$67	$85	46	0	22	$110	0	0	0	4
3/3/00	201	151	75	64	57	37.31%	3.1	$70	$90	112	8	7	$80	9	18	56	63
3/4/00	284	147	103	49	84	36.27%	3.4	$73	$92	145	26	11	$80	13	37	62	64
3/5/00	113	36	21	9	30	18.58%	6.3	$78	$102	39	36	16	$120	0	0	0	4
3/6/00	152	73	17	7	23	11.18%	5.3	$90	$108	28	80	25	$120	1	1	1	7
3/7/00	206	104	16	6	22	7.77%	4.2	$99	$95	20	148	19	$110	0	0	0	3
3/8/00	223	124	18	11	19	8.07%	4	$96	$102	17	151	37	$110	0	0	0	0
3/9/00	190	80	31	22	24	16.32%	4.6	$84	$97	70	55	34	$110	0	0	7	33
3/10/00	259	161	72	62	66	27.80%	3.8	$72	$93	146	23	17	$110	0	0	0	32
3/11/00	372	186	117	64	97	31.45%	3	$72	$94	223	18	14	$110	0	5	10	27
3/12/00	137	41	39	17	30	28.47%	5	$65	$86	75	8	15	$110	2	2	2	9
3/13/00	132	72	26	12	32	19.70%	5	$75	$95	46	37	23	$120	0	0	4	8
3/14/00	129	59	22	9	38	17.05%	5.3	$75	$93	39	22	47	$120	0	0	5	11
3/15/00	122	55	23	11	36	18.85%	5.5	$75	$93	44	9	46	$120	0	0	8	12
3/16/00	188	112	37	26	70	19.68%	4.5	$74	$92	77	10	64	$120	3	3	11	21
3/17/00	337	227	87	63	115	25.82%	3.1	$71	$92	199	13	41	$110	7	17	36	89
3/18/00	373	175	55	18	156	14.75%	2.9	$74	$93	184	15	123	$120	0	7	14	19
3/19/00	124	51	22	13	47	17.74%	5	$70	$98	80	10	13	$120	3	3	5	11
3/20/00	131	65	19	9	46	14.50%	5.1	$76	$106	74	11	27	$120	0	0	10	12
3/21/00	140	57	12	5	48	8.57%	4.9	$72	$112	63	13	52	$120	0	0	2	2
3/22/00	154	67	11	9	49	7.14%	4.5	$73	$90	32	35	76	$120	0	0	0	1
3/23/00	146	75	19	14	42	13.01%	4.9	$74	$90	49	22	56	$120	0	0	7	18
3/24/00	233	161	65	51	54	27.90%	3.8	$75	$94	120	21	27	$120	0	2	14	18
3/25/00	338	157	71	25	84	21.01%	3.1	$79	$95	165	65	37	$120	0	1	3	11
3/26/00	131	40	27	17	21	20.61%	5.3	$84	$98	40	40	25	$120	0	0	0	0
3/27/00	132	58	11	7	18	8.33%	5.1	$93	$99	16	82	25	$80	0	1	7	9
3/28/00	124	50	8	2	19	6.45%	5.7	$83	$87	18	90	8	$80	0	0	10	14
3/29/00	114	40	10	5	26	8.77%	5.6	$79	$92	18	77	9	$80	0	0	2	2
3/30/00	102	35	15	9	24	14.71%	6	$77	$92	28	43	16	$120	0	0	6	9
3/31/00	159	80	53	42	36	33.33%	4.1	$76	$92	65	25	16	$120	0	0	5	7
TOTAL	**5604**	**2815**	**1140**	**671**	**1471**	**19.02%**	**4.6**	**$77**	**$95**	**2295**	**1204**	**972**	**$3,430**	**38**	**97**	**287**	**520**

* Shows how many additional room nights your hotel could have captured if you had your priceline rate at each of the levels on the days that you had your priceline rate open.

Fig. 45

Partner: Wyndham

1900

TOTEBO "Eb2th6/60

Weekly Looks & Books Report

A review of reservation requests at your hotels by priceline.com customers to arrive in each of the past three weeks

State	Hotel Name	Week Ending Date	RN Offered	RN Booked	RN Booked by Others	Success Rate	Avg Offer Price	Avg Booked Price	Due to Hi PL Rate	Due to Closed GDS	Due to No PL Rate	Your Priceline Rate (R)	RN at 90% of R*	RN at 80% of R*	RN at 70% of R*	RN at 60% of R*
MA	THE WYNDHAM BOSTON	3/5/00	890	294	289	33.03%	$72	$90	434	45	119	$110	4	7	13	58
MA	THE WYNDHAM BOSTON	3/12/00	1515	292	281	19.27%	$83	$96	543	511	162	$120	1	1	6	52
MA	THE WYNDHAM BOSTON	3/19/00	1418	289	477	20.38%	$73	$92	664	114	359	$120	10	17	72	112

* Shows how many additional room nights your hotel could have captured if you had your priceline rate at each of the levels on the days that you had your priceline rate open.

Fig. 46

TOTE80" E624th/200

Partner: Wyndham

Monthly Looks & Books Report

A review of reservation requests at your hotels by priceline.com customers to arrive in each of the past three months

State	Hotel Name	Month	Year	RN Offered	RN Booked	RN Booked by Others	Success Rate	Avg Offer Price	Avg Booked Price	Due to Hi PL Rate	Due to Closed GDS	Due to No PL Rate	Your Priceline Rate (R)	RN at 80% of R*	RN at 60% of R*	RN at 40% of R*	RN at 20% of R*
MA	THE WYNDHAM BOSTON	December	1999	2289	356	802	15.55%	$80	$80	932	274	736	$219	0	2	49	600
MA	THE WYNDHAM BOSTON	January	2000	2115	542	568	25.63%	$66	$79	1041	356	171	$169	0	2	47	856
[illegible]	THE WYNDHAM BOSTON	February	2000	3834	1402	990	36.57%	$70	$87	2136	136	199	$120	8	164	947	2043

* [illegible]ows how many additional room nights your hotel could have captured if you had your priceline rate at each of the levels on the days that you had your priceline rate open.

Fig. 47